

## **HIREN KAMDAR**

Borivli (W), Mumbai-92 • 9920060109 • kamdarhiren@gmail.com

### **Objective:**

**A blend of functional and business acumen with 10+ years of experience in IT services industry, seeking a position in Sales & Marketing department in renowned Management Consultancy / IT firm in the Enterprise Solutions space**

### **Personal Attributes:**

- Possess a “hunter” personality with a go-getter attitude to develop customer base in the targeted market segment
- Hustler who believes in getting things done both internally and for the customer
- Excellent, context-specific communication and presentation skills
- Hands-on with demos and proposals for enterprises with solution sales experience selling both products and services
- Ability to rapidly learn and take advantage of new concepts, business models and technologies
- Team player with strong listening and interpersonal skills; strong desire to take on constructive feedback/coaching and make definitive changes
- Technology understanding of data integration, API centric architecture and cross platform experience development with understand of SMAC technologies

### **Recent Achievements:**

- Nominated internally as a SPOC for “Solution Sales” for all the sales team members in our business unit
- Closed an IoT project for the world’s Fortune 100 automobile manufacturing co to digitize their factory operations
- Closed a Mobility project focusing on building long term roadmap for world’s Fortune 100 pharma company
- Closed an Oracle HCM Fusion project with a diversified BFSI customer
- Closed multiple engagements in SAP services domain

### **Work Experience:**

#### **ALTIMETRIK INDIA PVT LTD**

**Territory Sales Manager (West INDIA)**

**10/14 – till date**

#### **Duties Involved:**

- Managing the customers Digital Transformation Journey through Mobility, Cloud, IoT and Business Intelligence solutions business achieving more than 100% of the target by bringing 7 net new logos internally
- Major responsibilities involved prospecting clients, analyzing the client’s Business Requirements, Presales/ Mobility Pre-proposal Activities, Commercial Negotiations and Account Management
- Responsible for managing KPI’s of two inside Sales team member by helping them drive target oriented business objectives
- Managing relationships with line managers, senior managers on a weekly, bi-weekly and monthly basis by laying the agenda, proactive planning initiatives, business updates, escalation management, addressing ad hoc request etc
- Prepared and institutionalized new initiatives and frameworks pertaining to delivery, offshore operations and business excellence, performance improvements and quality reviews resulting into cost savings to customers with higher customer satisfaction
- Farming existing accounts and improving productivity by process efficiency and automation across programs resulting into major costs savings
- Drive multi-year growth strategies by developing foresight into customer’s business and running profitable operations with a winning team
- Extensively worked with clientele in the Pharma, Manufacturing, BFSI, Retail, Professional Services sectors

#### **ARTERIA TECHNOLOGIES PVT LTD**

**Regional Sales Manager (Sales & Marketing)**

**06/13 – 08/14**

#### **Duties Involved:**

- Managed the company’s SAP Productized business based out of Mumbai and achieved more than 110% of the targets in the West region
- Liaison with SAP India, Hardware Vendors for various offerings by the company including Productizes Service Offerings, End-to-End Implementations, Post-implementation Support, Upgrades/Enhancements, Audits leveraging on the Onsite/Offshore Model of Solution Development/Delivery
- Hunted and closed deals on SAP Open Text (OT) solutions like Archiving, Document Access, xECM and VIM

#### **YASH TECHNOLOGIES PVT LTD**

**Sr. Executive (Sales & Marketing)**

**07/12 – 06/13**

#### **Duties Involved:**

- Developed the Mumbai region for the company’s SAP Services business by hunting 14 logos in a year
- Capitalize on industry knowledge and contacts to uncover business opportunities
- Effectively advise and influence customers through consultative selling techniques
- Be able to leverage the extended sales organization to achieve the sales objective

**SONATA SOFTWARE LTD**  
**Sr. Executive (Sales & Marketing)**

**04/11 – 06/12**

**Duties Involved:**

**Managing the Gujarat & Mumbai region for the company's Pre Sales, Bid Management, Business Development and Marketing activities based out of Mumbai**

**Key Responsibilities:**

- Hunting and Prospecting clients, analyzing the client's business & requirements, Pre-sales/Pre-proposal Activities, Commercial Negotiations and Account Management for different ERP and BI solutions (SAP, Oracle, Microsoft)
- On hands practical knowledge to respond to queries, RFP's and tenders
- Articulate the value proposition/solution to the clientele in terms of ROI
- Effectively advise and influence customers through consultative selling techniques by identifying their pain areas and work with technical team to design and propose a solution

**DSR INFOTECH PVT LTD / LEADSOFT SOLUTIONS PVT LTD**

**Manager (Sales & Marketing)**

**06/08 – 04/11**

**Duties Involved:**

**Managing the Indian & Middle East region for the company's Pre Sales, Bid Management, Business Development and Marketing activities based out of Mumbai**

**Key Responsibilities:**

- Building excellent rapport and liaison with SAP India to position DSR as a leader in specific vertical segments
- Co-ordinate with Hardware & Network Vendors for various offerings by the company in the ERP space including End-to-End Implementations, post-implementation support, upgrades/enhancements, audits, remediation & ABAP developments leveraging on the Onsite/Offsite/Offshore model of solution development/delivery
- Helped the company build solution and close deals for clients ranging from Cement/Financial Services/Engineering verticals
- Chartered a new business plan, build a strong client base and closing deals for the logistics and seafood vertical where SAP's penetration is low but demand is on the higher side for an integrated ERP solution
- Responsible for initiating the process of certification for pre-configured solutions in the seafood and cement industry
- Also, helping the sales process in Middle East region by setting up with a MOU with a seafood consulting company to generate leads and thereby successful closure of accounts

**24/7 Real Media Inc (A WPP company)**

**Senior Quality Assurance Analyst, Fort Washington, PA, USA**

**06/07-05/08**

**Worked on the Open AdStream (OAS) software which was used to deliver ads to different sites and its pages**

**Duties Involved:**

- Managed the QA phase of the product release process for the Delivery Engine component of OAS software
- Worked with the Product Management and Engineering teams to understand new product features and functions and develop detailed testing plans
- Participated in the definition and implementation of the release management process to address: software build, packaging, versioning, release notes and installation scripts
- Participated in the implementation of the QA issue tracking, measurement and reporting system called bugzilla
- Administered and manage the QA Virtual Machine (VM) Test Lab

**Indsoft Systems Pvt Ltd**

**Software Developer, Mumbai, India**

**06/03-05/05**

**Duties Involved:**

- Developed applications for Wireless technology starting from implementation to delivery of projects
- Designed test cases and used testing tools for different projects
- Wrote stored procedures and created views for database maintenance in MS SQL Server
- Worked as a team player solving complex problems in difficult situations

**Education:**

**M.S., Computer Science, New York University, NY (36 credits completed with a GPA of 3.2/4)**

**05/07**

**B.E., Computer Engineering, Mumbai University, Mumbai**

**06/03**

**Personal Information:**

**Nationality: India**

**Languages Known: English, Hindi, Marathi, Gujarati**