

SANJAY R MENON



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WEBSITE, PORTFOLIO, PROFILES

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EDUCATION

Bachelor of Arts:
Sociology **Annamalai University**, Tamilnadu,
India, May 2012

C Language
Programmer: C
Language **ER&DCI**,
Thiruvananthapuram,
India, March 2009

PROFESSIONAL SUMMARY

CAREER SUMMARY More than 26+ Years of experience in the field of Sales, Business Development, Event, Channel and Team Management. Have a proven track record in strategizing, setting targets, planning, generating new leads and achieving business targets through assigned teams. Have worked 5 years in the Fin-Tech space selling Banking solutions. As well has worked 10 Years in Oman and 4 years in KSA and am strong in customer relationship and PR skills, contributing to a very high customer retention ratio. Have been successful in generating leads from existing client base and converting them to new business. Have exposure to various channels of marketing including direct selling and tele-marketing. Also have experience in handling administration, client servicing and operations.

SKILLS

- Business Development
- Sales Management
- Project Management
- Event Management
- Team Management
- Strategic Planning
- Pre-Sales
- SaaS
- CRM
- Organizing

WORK HISTORY

August 2021 - Current

SPYKK MAD LABS Private Limited - Business Head, Bangalore, India

- Delivered exceptional level of service to each customer by listening to concerns and answering questions.
- Resolved problems, improved operations and provided exceptional service.
- Conducted research, gathered information from multiple sources and presented results.

LANGUAGES

English

Bilingual or Proficient
(C2)

Hindi

Bilingual or Proficient
(C2)

Malayalam

Bilingual or Proficient
(C2)

Tamil

Intermediate (B1)

Arabic

Intermediate (B1)

Kannada

Intermediate (B1)

- Eliminated downtime and maximized revenue by providing top project quality control.
- Prepared a variety of different written communications, reports and documents to ensure smooth operations.
- Drove operational improvements which resulted in savings and improved profit margins.

August 2016 - July 2021

Manipal Technologies Limited - Manager Sales-BFSI-India & Middle East, Bengaluru, India

- Managed order cycle to enhance business development and maintain sustainability and customer satisfaction.
- Developed and implemented performance improvement strategies and plans to promote continuous improvement.
- Managed team of 10 employees, overseeing hiring, training, and professional growth of employees.
- Exceeded goals through effective task prioritization and great work ethic.

December 2005 - December 2015

Al Shaam for Organizing Exhibitions & Festivals - Manager Marketing, Muscat, Sultanate of Oman

- Capitalized on industry and marketplace trends to strategize marketing solutions and enhance business operations.
- Created company brand messaging, collateral materials, customer events, promotional strategies and product commercialization.
- Developed network of related professionals to open up business opportunities.
- On-boarded new customers efficiently by developing database listings, uploading information and defining related lists.
- Implemented creative programs to meet business goals, including partnership building, event sponsorship, activation platforms and consumer experience design.

March 2004 - November 2005

ACI Infocom Ltd - Manager Channels, Bengaluru, India

- Participated in team-building activities to enhance working relationships.
- Oversaw daily operations to ensure high levels of productivity.
- Used coordination and planning skills to achieve results according to schedule.
- Developed and implemented performance improvement

strategies and plans to promote continuous improvement

- Increased customer satisfaction by resolving issues
- Worked with channel partners customers to understand needs and provide excellent service

December 2002 - February 2004

Scot Technologies - Branch Manager, Thiruvananthapuram, India

- Boosted branch sales by developing and deepening customer loyalty through incentive programs.
- Assessed expansion plans and presented costs to forecast trends and recommend changes.
- Maintained friendly and professional customer interactions.

May 1999 - November 2002

National Institute of Information Technology, NIIT - Head of the Centre, Bengaluru, India

- Carried out day-day-day duties accurately and efficiently.
- Improved operations through consistent hard work and dedication.
- Used coordination and planning skills to achieve results according to schedule.
- Monitored all company inventory to ensure stock levels and databases were updated.

October 1997 - March 1999

Faisal Al Ansari Trading Company - Sales Executive, Jubail, Kingdom of Saudi Arabia

- Analyzed past sales data and team performance to develop realistic sales goals.
- Increased revenue by implementing effective sales strategies in all aspects of sales cycle process from prospecting leads through close.

April 1995 - September 1997

Arabian Consolidated Trading - Sales Executive, Jubail, Kingdom of Saudi Arabia

- Analyzed past sales data and team performance to develop realistic sales goals.
- Increased revenue by implementing effective sales strategies in all aspects of sales cycle process from prospecting leads through close.

ACHIEVEMENTS

- 2016 to 2019 – Closed 4 AML orders (India)
- 2019 till date 3 Partner recruitment done in Middle East and generated enormous hot pipelines.
- Closed 2 deals worth 1 million USD
- Organized successfully the Muscat International Food Exhibition (2010) with a record stands of 350.
- During this exhibition presented an Arabic dish “KABSA”, which was awarded **“the largest KABSA in the world”** in the year 2010 by the **GUINNESS BOOK OF WORLD RECORDS**