



Sreesanth Thekke Veettil

Account Manager with 5+ years of experience

An enthusiastic go-getter seeking a challenging opportunity where I can learn and contribute resulting in professional growth of organization and self. Familiar with the identification of prospects, cold calling, attending client meeting, account management and product demonstrations.

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📍 Dubai, UAE

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WORK EXPERIENCE

Account Manager - Business Development

Etisalat (Emerging Technologies LLC)

05/2018 – Present

Premium Channel Partner of Etisalat

Dubai

Achievements/Tasks

- Identify new sales opportunities and grow account revenue.
- Collaborating with the sales team to maximize profit by up-selling or cross-selling.
- Expanding relationships and bringing in new clients.
- Act as primary contact between company and key 'high revenue' accounts, ensure the customer satisfaction.
- Planning and presenting reports on account progress, goals, and monthly initiatives to share with team leader and Head of department.
- Strategic planning to improve new sales also up-sell for the existing client.
- Developing a solid and trusting relationship between major key clients and company.
- Maintain high potential pipeline through regular follow up and email campaign.
- Negotiating contracts with the client and establishing a timeline of performance.
- Learn new product and services features and benefits.

Account Manager - Business Development

Blubilling Services Pvt. Ltd.

07/2016 – 03/2018

Cloud based billing solution provider

Bangalore India

Achievements/Tasks

- Playing an integral role in new business pitches and hold responsibility for the effective on-boarding of new clients.
- Responsible for the development and achievement of sales through the direct sales channel.
- Assisting sales team in the other branch of the company.
- Implementation and Support.
- Prepare regular reports of progress and forecasts to the management.
- Resolving complaints and preventing additional issues by improving processes.
- Design and implement a strategic business plan that expands company's customer base and ensure it's strong presence.
- Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs.
- Strong negotiation skills, with ability follow-through on client contracts.
- Manage the entire sales cycle.

SKILLS

Expertise in digital sales (Cloud, M2M, A2P, & Microsoft Products)

Trained in Microsoft product sales

ZOHO CRM

Etisalat B2B portal

Trained on cloud based vehicle tracking portal

Etisalat CRM

Excel, PowerPoint, Word

Blu-Billing (Accounting S/W)

Trained in Android Application & Advance Java

EDUCATION

Bachelor in Engineering (Computer Science)

AMC Engineering College - Bangalore India

ACHIEVEMENTS

Won 3rd best Employee of the award on Etisalat PACE (Etisalat) (04/2019 – 08/2019)

Won 3rd best Employee of the award on Etisalat PACE (09/2019 – 12/2019)

Won Best project of the year on the final year academic - 2014

INTERESTS

Riding

Driving

Business Development Executive **Thorsignia**

04/2015 – 07/2016

Bangalore India

Software development company

Achievements/Tasks

- Field Sales, Cold calling, Pipeline building and customer management, new leads and potential new markets
- Identify new sales opportunities and build strong client relationships
- Provide professional after-sales support
- Respond to complaints and resolve issues to ensure customer success and satisfaction
- Follow up with regular campaigns and reminders mails

Software Consultant **Timbre Media Pvt. Ltd.**

05/2014 – 03/2015

Bangalore India

Timbre Media specializes in curating music and programming radio content for corporate, FM stations, DTH service providers and telecom industries etc

Achievements/Tasks

- Application development in Android platform
- Software implementation and support
- Vendor and client management
- Troubleshooting the company software via remote desktop for clients across the country