

SHEKHAR SRIVASTAVA

Contact: +91 7838482531 E-Mail: shivastavshekhar99@gmail.com

Overview

Technical Graduate with 7+ years' experience in **Sales and Business Development, ERP Sales, SAAS Platform, Client Relationship, Sales Team Lead, Channel Development, Partner Tie Ups and Corporate Communication** in both international and Domestic market. Vivid experience of handling clients of **Corporate, SME and Retail Sectors**. Expert in the technical, conceptual and content development of sales-driving collateral.

Skills

Business Development	Lead Generation (Hunting)
Inside Sales	SAAS Platform Sales
Partner Tie Ups	Key Account Management
Product Sales (ERP)	IT Sales - Services
International Sales	New Sales and Renewals

Professional Synopsis

Currently working with **LIBSYS LTD** "LIBSYS Limited is a 35-year-old software company based out of Gurgaon. We are specialized in automation of libraries with library management software and RFID technology, Omni-channel Retailing Solution, E-commerce software, CRM, HRMS, ERP software for schools, colleges and universities. LIBSYS has a suite of software products which include LIBSYS 10, LSEase, LSAcademia, LSNetX and LSales1.as a **Sr. BD (Inside sales) since JAN 21- Present**

The Job Responsibility Includes:

- Acquiring new business & following the complete sales cycle – prospecting, generating leads, meetings, requirement gathering, business proposal, negotiation, related documentation & closure of lead.
- Majorly focused on domestic market- B2B Sales.
- Presentations, pre-sales costing and negotiations
- Single point of contact for the complete sales cycle for the customer and partners
- Post sales relationship management with the customer
- Working closely with the product team to give them feedback from the market and future requirements and enhancements in the products.
- Preparing Proposals, Agreements using Microsoft suit.
- Target based sales and revenue generation

Previously working with **ENTAB Infotech Pvt Ltd** - India's Most Preferred School Management Software from past 18 yrs. with more than 1500 schools as clients. We provide fully loaded and automated school management software for seamless connection between Principals, Teachers, Parents and Management on a single platform. Our School Erp Software is fully capable of handling day to day activities of any school whether residential or regular without breaking a sweat. Few modules provided by us are Attendance Application, Library Management, Gps Tracking, Online Fees Management, Exams & Assessment, Payroll, Finance, Inventory Management etc. as a **Inside Sales Manager – BD** since **JAN 20- Nov 20**

The Job Responsibility Includes:

- Acquiring new business & following the complete sales cycle – **prospecting, generating leads, meetings, requirement gathering, business proposal, negotiation, related documentation & closure of lead.**
- Majorly focused on domestic market- B2B Sales.
- Presentations, pre-sales costing and negotiations
- Single point of contact for the complete sales cycle for the customer and partners
- Post sales relationship management with the customer
- Working closely with the product team to give them feedback from the market and future requirements and enhancements in the products.
- Preparing Proposals, Agreements using Microsoft suit.
- Target based sales and revenue generation.

Previously Working with **Jingle Info Solution Pvt Ltd** helps organizations re-imagine their businesses for the digital age. They offer an integrated portfolio of products, solutions, services including ERP Custom Development, Custom Application Development, **Digital Services**, Cloud Computing, Web & Mobility application, E Commerce Product Development. It Services technology to travel intermediaries as a **Business Development Manager (Middle East Market)- International Sales Since Jan18- Dec19**

The Job Responsibility Includes:

- Customer requirement gathering
- Lead Generation (Hunting)
- Project Management
- Quotations/RFP creations
- Query Management
- Customer Handling
- Customer support
- Presentation of the product
- Focusing on New Accounts and business Development.

Past Experience in **Shopmatic Solutions Pte**, a **SaaS** based service provider Multinational from Singapore as E Commerce Consultant – **Sales and Marketing** since **September 2015 – November 2017** the job responsibility includes:

- To Fulfill the requirement of clients with SAAS based Service Provider Ecommerce Website.
- To Sell Their Product Online and making awareness of brand on various social media channels.
- Our Prime Focus is to generate sales on a daily basis -Depending upon the number of clients we engage and close at a regular streak.
- We help the businessmen in going online through fully designed beautiful ecommerce website with the integration of payment-gateway like: - Citrus/PayPal and the enablement of Logistics needs like -Aramex , DotZot and FedEx.
- Not only we concentrate in helping them in setting a successful online business, but we also help them in understanding the market on real time basis for being able to remain at the top of their business.
- Adding to everything else, depending upon companies' requirement, we even go on filed to help the business grow in all possible directions.

Past Experience in **Grasp InfoTech Pvt Ltd** as a Business Development Manager – Domestic Business Development since **September 2013 – September 2015**. The job responsibility includes:

- Project management
- Team Handling
- Sales Target
- E-mail promotion & Marketing
- Data base management
- New Project Delivery
- Client Servicing
- Generating leads and working towards converting them to new customer accounts
- Marketing strategies
- Maintenance of customer database

Past Experience in **Net square Automation Pvt Ltd** as a Technical Sales Manager – Industrial Business Development since **June 2012 – September 2013**.The job responsibility includes:

- Corporate Sales
- Lead Generation
- Sales Target
- New Industries target
- Data base management
- New Project Delivery
- Client Servicing
- Generating leads and working towards converting them to new customer accounts
- Maintenance of customer database

Academic Credentials

2011 : B.Tech (EC) from Rajiv Gandhi Technical University, Bhopal(MP)
2007 : XII from Fatima Inter College Luck now (UP).
2005 : X from Fatima Inter College luck now (UP)

IT Skills

Proficient in **Sales Force CRM, ERP**, (Microsoft Dynamic and ZOHO) **CRM, Microsoft Office** (Word, Excel and PowerPoint) and Internet applications.

Extramural Engagements

Lead the team for successfully producing the academic project.

Functioned as Organizer in various extracurricular activities and competitions in school.

Played Inter House Cricket Competition in school.

Played Inter House Football Competition in school.

Participated in relay race in school and won medal for it.

Personal Snippets

Name : Shekhar Srivastava
Father's : Surendra Srivastava
Mother's Name : Nishu Srivastava
Date of birth : 13th Oct. 1989
Sex : Male
Nationality : Indian
Languages Known : Hindi, English.