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WEBSITE, PORTFOLIO, PROFILES

- <https://www.linkedin.com/in/gokulraj-ramu-li-o-n-a4926183/>

SKILLS

- Channel Management
- End-User Account Management
- Customer Relations Specialist
- Territory Management
- New Business Development
- Solution selling
- Business development and planning

GOKULRAJ RAMU

PROFESSIONAL SUMMARY

Enthusiastic and optimistic sales professional with over 6 years of experience as a sales manager for technology solutions. Skilled at developing and maintaining client relationships and highly committed to working with a team to achieve quotas.

WORK HISTORY


March 2021– Present

NComputing India – Territory Sales Manager (TN,AP & Telegana), Chennai, India

- Identify, recruit and on-board new channel partners within assigned territory.
- Manage sales activities of partners to generate revenue.
- Coordinate with partners to create and execute business plans to meet sales goals.
- Analyze market trends and accordingly develop sales plans to increase brand awareness.
- Evaluate partner sales performance and recommend improvements.
- Educate partners about product portfolio and complimentary services offered.
- Address partner related issues, sales conflicts and pricing issues in a timely manner.
- Manage sales pipeline, forecast monthly sales and identify new business opportunities.
- Develop positive working relationship with partners to build business.
- Stay current with latest developments in marketplace and competitor activities.

LANGUAGES

Tamil: Native language

English: C2
 Proficient

PASSPORT

Passport No: P4728207

Exp Date: 31/10/2026

November 2019 – March 2021

HP India Sales Pvt Ltd (C2H) - End User Account Manager,
Chennai, India

April 2019 - October 2019

HP India Sales Pvt Ltd (C2H) - Channel Sales Account Manager,
Chennai, India

October 2015 - October 2017

Team Computers Pvt Ltd - Sales Account Manager, Chennai,
India

July 2014 - October 2015

Reach Business Automation - Key Accounts Manager, Chennai,
India

November 2013 - March 2014

IDBI Federal Life Insurance Co Ltd - Associate Manager,
Chennai, India

EDUCATION

MBA: Marketing & Human Resources

National Institute Of Management Studies, Hindustan
University, Chennai, Tamilnadu, India, April 2014

Bachelor of Arts: Computer Science

SRM Arts And Science College, SRM University, Chennai,
Tamilnadu, India, May 2011

Diploma: Electronics & Communication Engineering

Valliammai Polytechnic College, SRM University, Chennai,
Tamilnadu, India, June 2008