

Harvinder Singh B Bhui

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Summary

A hard core Proven working Experience of 30 years across office automation/Audio Visual Equipments keen to make a high Impact on the Top Line and Bottom Line for the Organization that I am associated with.

Technical Competency/Functional Competency

Pre-Sales, SALES, Audio Visual System Design, Developing, Installing and Implementation.

Achievements

- Successfully delivered the services to the Large Corporate Like Aditya Birla Group companies, Abbott, Welingkar Inst. Nokia, IOC, BPCL, ONGC, SBI, Federal Bank,
- Developed the New Business Procedures and complimented by Senior Management.
- Received Multiple Appreciation from Panasonic, Sony, Harman, Kramer, Extron, Clear one etc.
- Certification from Multiple OEMs. Like Harman, Kramer, Extron, Cisco, Panasonic, Sony

Extra Curricular Activities

Cleared Pilot Aptitude Written and Practical Exam during 1991 for Indian Airforce, Participated in All India Vayu Sainik Camp during 1990, ParaSailing, Chess Captain in College, Participated in Athletics during school, College.

Education

BACHELOR OF COMMERCE | YEAR-1992 | MUMBAI UNIVERSITY, INDIA

DIPLOMA IN AUDIO VIDEO ENGINEERING | YEAR-1992 | MAHARASHTRA UNIVERSITY, INDIA

CCNA FROM CISCO, YEAR 2012,

Achievements

- Developed the New Business Procedures and complimented by Senior Management.
- Negotiation with OEMs for more than 10% that Increased the Profitability of Our Company to 22%
- Received Multiple Appreciations from Panasonic, Sony, Harman, Kramer, Extron, Clear one etc.
- Certification from Multiple OEMs, Distributors etc. Certification from CISCO for CCNA/CCNP
- Increase Sales Target and Achieved through Hard work, Client Servicing, Relationship building, New Business Area, Product inclusion, Effective Solution etc.
- Successfully Managed a Sales Team of 6-20 persons and Imparted Product Training, Sales Trainings, Building Client Relationship, Problem Solving Technique, Achieving Targets, Resolving Client Queries upto 95%, Handover of sites before Time.

Experience

REGIONAL MANAGER | TRICOLOUR TECHNETCOM PVT LTD. | MAY 2014–TILL DATE | LOCATION, INDIA.

- Reviewed sales performance for sales division and generated key reports for weekly, monthly, and quarterly meetings.
- Exceeded sales goals by more than 10-15% in every quarter since being hired at the company.
- Boosted Company Revenue by 15% from the First Year of joining. Visibility of our Company increased by Achieving Sales and Relationship/Tie-up with New OEMs in India/Exclusive Tie-up with OEMs not Present in India.
- Achieved Order of more than 1.2cr for Panasonic Display with wireless Presentation and Upgraded all Classroom at Welingkar Management Institute,
- Achieved Order of 28 lakhs from ThyssenKrupp Industrial Solution at Mumbai for Setting up Studio and Teleprompter with Sony Broadcast Camera.
- Achieved Order from Indian Institute of Banking & finance to Design their world Class Training Room at Mumbai.
- Achieved Order Across India from Volvo Eicher Motor BOARD ROOM of more than 25.5 Lakhs and Installed Video Conferencing with Display at all their Workshop/Factories and Sales Offices in India.
- Achieved Order from ABBOTT healthcare of more than 30 Lakhs for MultiLocation Video Conferencing Room at their Sales offices across India.

REGIONAL MANAGER | COSMOS BUSINESS MACHINES | JAN 2010 - APRIL 2014 | LOCATION, INDIA.

- Reviewed Sales Division and Service Division Performance and Generated Important Reports
- Reviewed Sales and Service Team Across India including Sales Target, Targeting New Business Area, Relationship with Corporate, Education, Pharmaceutical, Oil & Energy Organization.
- Company Revenue Growth increased every Year. Tied-up with New OEMs to increase Visibility of our Company.

- Effectively make process and Implementation of Sales and Support Team.
- Handled Large Corporate like BPCL, ONGC, ADITYA BIRLA and received Order of more than 2 Cr. From Each Account every year and Later on Passed these Client to our Subordinate to Achieve Sales.
- Achieved Order from BPCL Refinery worth Rs.80 Lakhs for Renovating their Auditorium with Audio and Video System.
- Bagged Large Order from Indian Oil Corporation for Implementation of dream Project of their Director, Supplied NEC Videowall and Video Wall Controller along with Polycom Video conferencing.
- Order more than Rs.1cr. received continuously from ONGC Multiple Conference Room. Participating in Tenders closely.
- Working Closely with Government Tender. Bagging Orders from Central Govt., State Govt Organizations.
- Multiple Branches were made Operational with Sales/Service and support team.

ZONAL MANAGER | ACTIS TECHNOLOGIES PVT LTD| JANUARY 2008 - DECEMBER 2009 |LOCATION, INDIA.

- Handling Sales Team at Mumbai, Pune, Delhi, and Hyderabad.
- Handled Subordinate at every Branch Level and ensure their Targets are Achieved every quarter, every Year.
- Sales Productivity of Every Branch month on month and quarter on quarter.
- Order worth Rs.1Cr. From Coast Guard Mumbai 60 seater Board Room.
- Order worth Rs.25 Lakhs from ONGC CMD Room at New Delhi with Rear Projection screen and Audio System.
- Bagged Order worth Rs.12 Lakhs from Jawaharlal Nehru Technical University for Multi-Location SONY Video Conferencing

BRANCH MANAGER | HCL INFO SYSTEM LTD|JULY 2005–DEC 2007 |LOCATION, INDIA.

- Handled Sales Team and Service Team at Pune Location. Sales of Ericsson Switch, Samsung Switch and Tandberg Video Conferencing system.
- Received Order from Bajaj Auto Ltd for more than Rs, 1.20 cr supplying Tandberg Video Conferencing Solution Across India.
- Bagged Order from Deepak Fertilizer with Tandberg Video Conferencing Solution at their respective Location in India value more than Rs. 40 Lakhs.
- Received Order from Pune Municipal Corporation for Eriksson PABX switch worth Rs.40 lakhs
- Received Orders worth Rs.30 Lakhs from Automotive Research Authority of India to implement Ericson Switch.
- Working Closely with Government Tender. Bagging Orders from Central Govt., State Govt Organizations.

BRANCH MANAGER | INTELLICON INDIA PVT LTD|NOV 2002 – JUN 2005 |MUMBAI, INDIA.

- Handled Team of Sales and Support Staff, was responsible for Genuine sales and service in organization.
- Helping / motivating the team to achieve the weekly/monthly sales targets and service delivery.
- Working with the regional heads for new innovative ideas and presentations.
- Sending weekly, monthly & quarterly sales and service reports to the regional heads.

TERRITORY SALES MANAGER |ACCOR RADHAKRISHNA CORPORATE SERVICES PVT LTD|OCT2000 – OCT 2002 | MUMBAI.

- Responsible of Achieving Targets every Month by Selling Ticket Restaurant Coupons and Catering Services to all Corporate in Mumbai.
- Experience of Handling Caterers and Food Suppliers and offered best Services to our Client.
- Meeting HR,ADMIN,CFO,DIRECTOR of Corporate and Present them the need and Use of Benefits for their Employees.
- Achieved Multiple orders of more than Rs.5 Lakhs monthly from Prudential Insurance, HDFC life etc supply of Food Coupon.
- Achieving Sales through Junior Executive in the Team and Training Them key strength of our Product and Services.
- Team Building Process, Motivating Subordinate, Achieving Subordinate Sales Target.

TERRITORY SALES MANAGER | ENKAY TELECOMMUNICATION PVT LTD|JULY1994 – OCT 2000 | MUMBAI, INDIA.

- NEC (Japan)Exchanges in Mumbai and looking after Training of NEC Exchange across India.
- Handled All Diamond Broker in Mumbai and Surat and supplied MELTRON/NEC advanced PABX solution.
- Training Sales Team all Across India. Implement Process of Sales Target. Achieving Targets through them.
- Team Building Process, Motivating Subordinate, Achieving Subordinate Sales Target.

SALES REPRESENTATIVE | LATHAM INDIA LTD(FORBES & FORBES CAMPBELL GROUP OF COMPANY) |MAY 1991 – JUNE1994 | MUMBAI, INDIA.

- Achieved 100% Targets every Quarter and Every year.
- Handle Sales of Office Automation Products like RICOH FAX, FACIT TYPEWRITTER in Mumbai
- And was responsible for genuine sales with weekly targets.
- Handled Clientele like AirIndia, Indian Airlines, Damania, East-west, Modiluft Airways, Jet Airways and also Foreign Airlines Offices like Cathay, Emirate, Singapore. Received Multiple order, Signed Rate contract with them Every Year.

I hereby declare that the information furnished in this document is true to the best of my knowledge and belief.

Harvinder Singh Bhui