

Harvinder Singh B Bhui

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Summary

A hard working disciplined professional and a keen learner. I endeavor to put my best in the job assigned to me and always like to be associated with the work, where I can implement my creativity, grow as a professional and reach the zeniths with hard work & sincerity of purpose and achieve a work satisfaction with excelling in every sphere of life.

Technical Competency

Installation

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

Education

BACHELOR IN COMMERCE | YEAR | UNIVERSITY, INDIA.

DIPLOMA IN AUDIO VIDEO ENGINEERING | YEAR | UNIVERSITY, INDIA

Achievements

- Developed the New Business Procedures and complimented by Senior Management.
- Negotiation with OEMs for more than 10% that Increased Profitability of Our Company to 22%
- Received Multiple Appreciation from Panasonic, Sony, Harman, Kramer, Extron, Clearone etc.
- Certification from Multiple OEMs, Distributors etc. Certification from CISCO for CCNA/CCNP
- Increase Sales Target and Achieved through Hardwork, Client Servicing, Relationship building, New Business Area, Product inclusion, Effective Solution etc.
- Successfully Managed a Team of 6-20 that include Product Training, Achievement of Targets, Resolving Client Enquires upto 95%

Experience

AV CONSULTANT | 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.
- 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 successfully Installation of 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.

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

- Handling Sales Team at Mumbai, Pune, Delhi, 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.

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 Ericsson PABX switch worth Rs.40 lakhs
- Received Orders worth Rs.30 Lakhs from Automotive Research Authority of India to implement Ericsson 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 Corporates 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 TYPEWRITER 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.

Achievements

- Successfully delivered the services to the Large Corporate Like Aditya Birla Group companies, NOKIA, IOC, BPCL, ONGC.
- 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.

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

Harvinder Singh Bhui