
John Smith

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♦ Sales - Key Account Management - CRM ♦

Accomplished Embedded /Telecom sales and consulting experience. Identifying and developing new business, long-term revenue growth and relationships with industrial customers in the IT sector with 7 years experience in Sales of Embedded and Telecom solutions. Constantly improving clients' network efficiencies and profits. Now looking to make a continued significant contribution within a new challenging international sales management assignment.

EDUCATION

MBA International Nyenrode Business Universitiet Netherlands

B.Eng Computer Sciences, Bangalore University, India

PROFESSIONAL EXPERIENCE AND SIGNIFICANT ACHIEVEMENTS

TERRITORY SALES MANAGER (KEY ACCOUNTS)

Apr 05 - Oct 08

Company A

- Led a team of 3-4 young Engineer MBAs.
- Introduced the world class Real Time Operating Systems from Wind River Systems (VxWorks) to the clients.
- Sold CTI/IVR Solutions from NMSS to Mobile Operators and System Integrators in India.
- Handled Sales for Southern India and reported to the Country Sales Manager.
- Appraised 4 times in with 20% raise in salary year-on-year.

SALES ENGINEER

Oct 03 - Apr 05

Company A

- Sold products from ARM, UK and Montavista Linux, USA for the Development tools.
- Created a vast client database in IT & Telecom field around the country.
- Conducted competitor analysis by keeping abreast of market trends to achieve market share.
- Achieved USD 1.5 Million worth of sales of Embedded Tools.
- Achieved over 75% penetration of Institutional markets and key accounts in the embedded domain.

SENIOR SALES ENGINEER

2001 - 03

Company B

- Introduced PCB design tools viz. Cadence PCB Design Studio (Cadence Design Systems Inc., USA) for the Indian markets. Handled marketing activities of CAD/CAM/CAE services in Printed Circuit Boards.
- Converted over 10 PCB design houses for Cadence PCB design tools that used other tools.

PRODUCT ENGINEER

2000 - 01

Company C

- Marketed products such as Relx for Reliability Analysis, Omega Plus (Quantic-EMC), Protel'99 SE (Altium Inc., USA). Achieved over 500 K USD sales (first time in Indian markets).

Work Permit Status:

HSMP: Nyenrode University MBA graduates qualify as High Skilled Migrant Program for the UK under the HSMP MBA Provision. Holder of a Multiple Entry 10 year B1/B2 visa for the United States. Knowledge Migrant status for Netherlands. Indian national.