

Curriculum Vitae



Nikhil.VM

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Professional Summary

- Total work practice of 15+ years in sales and BD
- 10+ years of experience in working with System Integrators
- 4 Years of experience working with OEM
- 2.5 Years of experience in retail sales
- Experience in selling servers, storages, datacenters, Managed services, VPN-MPLS, Global MPLS, Point to Point, rugged tablets, rugged laptops, ERP, Biometric solution, Networking etc
- Skillful in identifying and developing the new markets
- Consultative and solution selling
- Experience in meeting the C -suite
- Consistent in business and revenue growth in altering markets
- Formulating short term and long term business strategic planning & executing
- Budgeting and forecasting
- Partner training and the development
- Handled yearly target of 2 million USD
- Client retention, market penetration ,Market Research and SWOT Analysis
- Up Selling and Complex deal & negotiation, innovative
- Experience in presenting the solution to the whole host of C-suite and the other senior officials
- Team player with the versatility and adaptability to continue to exist in diverse corporate ambiances
- Experience of working with the pricing team.
- Experience in handling the customers across India irrespective of the vertical including BFSI
- Experience in alliance & joint ventures with the application providers, System Integrators

Core business competencies

- Sales & marketing
- Key account management
- Corporate sales
- Government sales
- Enterprise sales
- P& L accountability
- People management
- Channel management
- Pricing

Academia

- Master of business administration – Rajagiri Institute of management, Cochin 2000-2002
- Bachelor of commerce – Farook College, Calicut 1997 -2000

Personal details

- Nationality : Indian
- Passport No : K6682005
- Date of Birth : 25 February 1978
- Marital Status : Married
- Languages : English, Hindi, Malayalam, Tamil, Kannada
- LinkedIn : <https://www.linkedin.com/in/nikhil-vm-5859371b/>

Awards & laurels

- Best service sales person for the quarter bagging single order worth 425000 USD
- First sales person to sell the anti bacterial laptops in India
- First salesperson to sell the newly launched semi rugged laptop
- Instrumented in the first SI order in Bangalore worth 158500 USD
- Best performer in the month of Jan 05 Feb 05, Mar 05, Sept 07, Aug 14

Work History

Winmate Inc

Country manager - India
Bangalore, India
April 2017 to May 2018



AGC networks limited

Business Manger -Service Sales
Bangalore, India
Jan 2016 to Mar 2017



Panasonic India

Zonal Manager - Karnataka & Kerala
Bangalore, India
September 2012 to February 2015



Tulip telecom

Account manager - Enterprise & BFSI
Bangalore, India
May 2010 to September 2012



Value point Systems

Business Development manager
Bangalore, India
May 2009 to March 2010



Accel Frontline Ltd

Account manger
Bangalore, India
July 2007 to April 2009



Navigator System

Senior sales Executive
Bangalore, India
August 2005 to June 2007



Advait System

Senior sales Executive-Karnataka & Kerala
Cochin / Bangalore, India
January 2003 to July 2005