

Ramesh HP  
CES ASSOCIATE CONSULTANT

Bangalore, Karnataka - Email me on Indeed: [indeed.com/r/Ramesh-HP/95fc615713630c4e](https://www.indeed.com/r/Ramesh-HP/95fc615713630c4e)

- 4 years of experience in engineering Technology software sales and strategic sourcing in B2B platform.
- Proven track record of generating increased revenue by involving in professional sales strategies.
- Responsible for software installation, network configuration, application integration with existing system and Technical support.
- Effectively work with cross functional teams to deliver right solutions to client's requirements.
- Complete involvement in client meetings with respect to requirement collection, suggesting solutions and financial negotiations.
- Good experience in account management, having a track record of generating repeated business.
- Responsible for report generation with respect qualified leads and expected commitments in closing deals.
- Worked on a multiple market sector, responsibility to manage sector wise market analysis and drive business parallely.

Willing to relocate: Anywhere

#### WORK EXPERIENCE

CES ASSOCIATE CONSULTANT

SAP ARIBA -

November 2016 to October 2017

- Responsible for supplier management via Ariba Discovery Which is B2B consulting platform.
- Strategic sourcing of supplier corresponding to the buyer's products & service based commodities globally.
- Effectively analyse and conduct commodity research on project description from the buyer's postings.
- Effective handling of multiple projects and converting potential leads into revenue for Ariba.
- Having track record of maintaining 100% revenue target by monthly & quarterly.

SALES ENGINEER - CONCEPT TECHNOLOGY SOLUTION

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January 2014 to November 2016

- Effective selling of CAD, CAM & Analysis Software's. Which has got multiple market sector.
- Generating qualified leads by sourcing market, sector wise & implementing sales action plans.
- Giving presentation about the company, products & service offers.
- Identifying the client requirements, Plan for proposing a solution by integrating with internal technical team.
- Provide value addition to the prospect by involving my superiors with client management team.

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- Responsible to make negotiations and up closing the deals.
- Provide technical support after sales and maintain healthy relationship with the prospect.
- Responsible to achieve targets monthly, quarterly & annually.

#### EDUCATION

MCA in COMPUTER APPLICATION

Dayananda Sagar College of Engineering - Bengaluru, Karnataka

BACHELOR OF SCIENCE in Electronics

Govt Science College - Hassan, Karnataka

#### SKILLS

Lead generation, Customer Handling, cold calling, Negotiation, upselling, IT sales, outbound calling, Technical Support, sales forecasting, Software sale, product demonstration, cross selling, Inside Sales, Technical sales, MS office, software integration, Network Management

#### ADDITIONAL INFORMATION

- Excellent Communication both verbal & written MS-Office
- Sales Forecasting SAP Business Objective Tool
- Strategic Prospecting Ariba Network Admin Tool
- Product Knowledge Ariba B2B Cloud Platform
- Social Networking
- Negotiation
- Customer Relationship Management
- Technical Support