

ABOUT ME

I am a POST GRADUATE with 17 years of experience into Branch Manager, Channel development, Direct sales, Retail operations, Hub and Document Management.

Handled highest team size of 90+ with skills of Floor, People and Channel management.

Strong at Relationship management with Colleagues, Team, customers and Channel Partners

Expertise in:

Branch Management – Start-ups & development

Service Delivery – Hub,

Documentation, Runner & Customer Management - Channels, Man, HUB,

Retail Store and Floor management
ISP – Post-paid, Prepaid, ILL, MPLS and BUSINESS SOLUTIONS

Telecom - PBX, IP PHONES, FXO/FXS GATEWAYS, VOIP GSM GATEWAYS & IPPBX

Security – CCTV, Video Door Phones & Access controls

Solutions - Bar code, Ware house, office automation, Security & telecom solutions

Major companies worked : Hikvision, Godrej, Honeywell, eSSL, Dahua, Idea, Airtel, Matrix, NEC, Syntel and Zebra

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Who am I:

A Simple down to earth human being, passionate for technological innovations, a person who likes to connect with different people and eager to learn different perspectives. Agile, Extrovert and passionate about learning and development arena!

Education:

- MBA in Marketing and HR from Osmania University
- B Com in Commerce from Osmania University

Personal Details:

Date of Birth – 01 August 1981

Marital status – Married

Nationality – Indian

Languages known – Telugu, Hindi and English

Roles and Achievements

Joined in Oct 2021 working as **Branch Manager** with **Security Kart** taking care of Branch Development in Telangana and AP States.

Accomplishments:

- ❖ New Branch Setup
- ❖ Expansion of operations in the region
- ❖ Ownership of overall business

As a Area Sales Manager from **July 2020 to Oct 2021** with **Compuage Infocom Ltd** taking care of Security Products Division (Dahua and Samsung) & looking after Sales in Telangana State.

Accomplishments:

- ❖ Developed business from Scratch to 2 Crores per month
- ❖ Fast learner in all the technologies of Security products
- ❖ Attached 5 major Distributors, 15 SRD's and many system integrators

As a **Manager Sales** Joined in **Vodafone Idea Ltd in Oct 2015 to Jan 2020** and Looking After sales from Company Retail Stores in Telangana State.

Accomplishments:

- ❖ Started with Service delivery as MANAGER - HUB MANAGEMENT and relieved as MANAGER SALES
- ❖ Highest revenue collection
- ❖ Excellence Award for the year 2018
- ❖ Service excellence award for 2 consecutive quarters for the year 2016
- ❖ Project e-aadhar has been successfully implemented within 30 days in the region
- ❖ Mentored 10 on-rolls and 80+ off-role
- ❖ Trainings to distributors and sales team on process
- ❖ EBIDTA

As a **Manager Sales** Joined in **Ace Telecom in Sep 2012 to Oct 2015** and Looking after sales from B2B and B2C in Telangana & Andhra Pradesh State.

Accomplishments:

- ❖ Acquired 200+ accounts
- ❖ Channel Dimensioning
- ❖ Man power management
- ❖ ROI
- ❖ Primary and Secondary sales

As a **Zonal Manager** Joined in **Nexus Techno Solutions Pvt Ltd in July 2011 to Aug 2012** and Looking after sales from B2C in States of SOUTH INDIA

Accomplishments:

- ❖ Start up in channels
- ❖ Appointment of distributors
- ❖ Designing of Policies, price and support

As a **Business Manager** Joined in **Matrix ComSec Pvt Ltd in April 2008 to June 2011** and Looking after sales from Distribution in Telangana & Andhra Pradesh State.

Accomplishments:

- ❖ Best performer of the year 2010
- ❖ Eligible for all Growth Summits
- ❖ Initiative of ISP tie ups for PRI business
- ❖ 5 times growth of sales revenue in the region

As a **Territory Manager** Joined in **Intellicon Pvt Ltd in April 2006 to March 2008** and Looking after direct sales from B2B in Telangana & Andhra Pradesh State.

Accomplishments:

- ❖ Product and Solution sales
- ❖ Recurring revenue from the B2C clients

Started my Career as **Marketing Executive** Joined in **Sify Ltd in May 2005 to March 2006** and Looking after inventory and accounting software sales in Hyderabad.

Accomplishments:

- ❖ Appointing distributor
- ❖ Motivation VAT usage to end customers (FMCG, pharma & retail clients)and partners