

ABOUT ME

I am a POST GRADUATE with 18 years of experience into Branch Manager, Business Development, Channel development, Distribution, 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

Strong Network –
Distributors, Dealers, System Integrators, Networking partners, Building contractors, Builders, Civil architects, Electrical contractors and Automation partners

Expertise in:

Branch Management – Start-ups & development
Building material – Cement & Tiles
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, Chettinad Cements, Somany, 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 with Dealers, System Integrators and contractors
- ❖ 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 Sales Manager from April 2019 to March 2020 with Manjula Enterprises taking care of Building material & looking after Sales in Hyderabad

Accomplishments:

- ❖ Project sales for Cement and Tiles
- ❖ Close contacts with Builders, developers and architects
- ❖ Developed business in the area assigned from Zero

As a Manager – Service Delivery, Retail and Sales Joined in Idea Cellular Ltd in Oct 2015 to Feb 2019 and Looking After sales from Company Retail Stores in Telangana State.

Accomplishments:

- ❖ Started with Service delivery as MANAGER – Documentation, HUB MANAGEMENT and relieved as Retail Store Manager
- ❖ 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 Nexsus 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