



GOPALA KRISHNA PRAKASH

Objective: Seeking a challenging carrier in Sales and Marketing.

Having 17 Years' Experience in the field of Sales and Marketing.,

- ❑ Selling, Demonstration of Office equipments such as Copiers, Facsimiles, Color Copiers, Color Printers, Network Printers, Digital Copy Printers and Computers, Laptops, Projectors, IT hardware products, HP\DELL\IBM\CISCO. Managed print services with Optimized print services, fleet Management, Control and Secure print concepts etc...
- ❑ Independently managed the administration process of "Raising quotations, Pursuing orders, demonstration of machines, Collection of payments and managing AMC particulars" for the above said office equipments.
- ❑ Experience in Selling of Conveyors Idlers, Conveyor Belts, Conveyor Systems.
- ❑ Experience in Selling of General Goods and Hardware items to Indian Navy Ships.
- ❑ Experience in Selling of Spring Leaves for automobile Industry.
- ❑ Having sufficient knowledge in A/C Timers used for Telecom circle.

Professional Experience

1. Working as Sr. Sales Executive at Mohsin Haider Darwish LLC, Salalah, and Sultanate of Oman form MAY 2015 to till date

Company profile

- ❖ Authorized distributor for KONICA MINOLTA (Multifunctional devices, Facsimiles, Production printers) , Papercut print Managed services, People link Software based Video Conferencing solutions, Kodak Scanners etc and Oki printing solutions.

Responsibilities

- ☞ Complete responsible for management and Pre Sale activities of Konica Minolta Multifunctional copiers and Managed services in Dhofar region covering an area 450 KMS radius in Sultanate of Oman
- ☞ Looking after Sales of Photocopier machine of Konica Minolta by submitting the proposal, Leasing of copiers, network management Tools, Copier Security and Managed Printing service Concepts sales in Dhofar region

- ☞ Oversaw all aspects of dealer network interaction, new account development, and promotional activities for Konica Minolta Copiers and Paper cut Managed Services in Dhofar region Salalah Branch.
- ☞ View Sonic Projectors as Visual products towards giving full knowledge to the customers about Image Focus, Brightness, Contrast of DLP Technology range and looking after Demonstrations for Interactive projectors Range. Also looking after sales of Specktron White Interactive Boards.
- ☞ Upgraded and consolidated dealer network while shifting emphasis from product-driven to relationship-driven.
- ☞ Empowered staff and built a focused and loyal Dhofar Region Branch management team that consistently generated higher-than-budget sales each year since I joined the team
- ☞ Looking after the region of Salalah, Marmul, Harweel, Thumarit, Al Mazhuna, Dalikyut, Aydem, Ayan Aseeb, Nimr, Mukazhinya, Amal and Duqum.
- ☞ Managed print services through Papercut made the site survey, Fleet management, optimize print services of Konica Minolta by educating the customer to Control, Reporting, Fleet Management, Security, on the go printing concepts. Implemented around 10 Major clients in the region including Universities, Corporate clients, Government Colleges, Ministries and Free zone Companies.
- ☞ Exams completed from KONICA MINOLTA Sales training in 7 Modules through Lynda(Sales training company of LinkedIn)
- ❖ Training modules of OPS(Optimized Print Services), Komi Doc Software Solutions, RPA (Robotic Process Automation by soft motive)
- ☞

2. Worked as Senior Sales Consultant at Canar Office Systems Co., Jeddah, KSA from Sept 2008 to Jan 2015.

Company profile

- ❖ Authorized distributor for Ricoh corporation (Multifunctional devices, Facsimiles, projectors) , Brother International (Multifunctional SOHO and Business printers, Facsimiles), In focus(DLP, Interactive, Projectors) and other IT related products

like HP, DELL, IBM, CISCO, Symantec Security products, Storages and Microsoft products.

Responsibilities

- ☞ Complete responsible for management and Pre Sale activities of IT Hardware of HP/Dell/ IBM/CISCO/Symantec/Microsoft products.
- ☞ Looking after Sales of Photocopier machine of Nashuatec Brand subsidiary of Ricoh International by submitting the proposal, Leasing of copiers, network management Tools, Copier Security and Managed Printing service Concepts sales in Jeddah Region of KSA.
- ☞ Supervised IT technical Team and directed all Service related calls allocation and looking after customer satisfaction for the sold IT products by Canar in the Western region of KSA as Jeddah Head Quarters.
- ☞ Oversaw all aspects of dealer network interaction, new account development, and promotional activities for Brother MFP and Printers in Western region of KSA as Jeddah Branch.
- ☞ Infocus Projectors as Visual products towards giving full knowledge to the customers about Image Focus, Brightness, Contrast of DLP Technology range and looking after Demonstrations for Interactive projectors Range.
- ☞ Upgraded and consolidated dealer network while shifting emphasis from product-driven to relationship-driven.
- ☞ Empowered staff and built a focused and loyal Western Region Branch management team that consistently generated higher-than-budget sales.
- ☞ Looking after the region of Jeddah as Yanbu, Makkah, Taif, Rabigh, Thuwal as sub regions IT sales and Visual equipments Sales.
- ☞ Having strong exposure to Corporate, Multinational companies like Alstom/Uniliver/Hill international/Jotun Paints etc and Educational institutes of allocated region in KSA.
- ☞ Also looking after the Vendor Management for the IT related products procurement from different distributors in KSA.

- ☞ Also worked as Software Consultant in implementation of Ricoh Device manager, Smart Web Device Monitor, Active Management Service including the Device management and Fleet management services. The said are Print Managed Services support in CANAR OFFICE SYSTEMS in Western Region of KSA.

Exams Completed

01. General Sales in Ricoh in distinction

2. Worked as Sales Manager at **Shri Girish Marketing, Karaikudi, and Tamil Nadu, India** from April 2006 to June 2008.

Company Profile

- ❖ Authorized channel Partners for M/s. **Xerox Modi Crop Ltd** (Multi Functional Devices), M/s. **HCL Infosystems Ltd, Madurai. India** (System Support organization), M/s. **Ramtek Electronics Pvt Ltd** (telecom based products), M/s. **Hewlett Packard Ltd** and M/s. **Wipro Peripherals Ltd**. Also Value added Reseller s for Lenovo Products in Southern dist of Tamil Nadu
- ❖ Shri Girish Marketing Sister Concern M/s. **Image Copier Services”** are Authorized Channel Partner for M/s. HCL Infinet Ltd, Noida, India (Products dealer including Digital copiers of Toshiba, Color copiers of Toshiba, PABX Systems of Ericson, Plasma Displays, Projectors of Hitachi and Toshiba Mono and Color Laser printers of Konica Minolta)
- ❖ Authorized channel partner for M/s. **Rex Rotary India Pvt Ltd**, products like Digital Copy Printers and Digital Duplicators.
- ❖ Also Authorized Channel Partners for M/s. **IBM Corporation Ltd**, products like Laptops.

Responsibilities

- ☞ Complete responsible for management and maintenance of Sister concern M/s Image Copier Services, Branch office in Mayiladuthurai, Tamil Nadu, India.
- ☞ Supervised sales team and directed all regional training efforts. Oversaw all aspects of dealer network interaction, new account development, and promotional activities.

- ☞ Upgraded and consolidated dealer network while shifting emphasis from product-driven to relationship-driven.
- ☞ Empowered staff and built a focused and loyal district management team that consistently generated higher-than-budget sales.

3. Worked as Deputy Key Accounts Manager at MFI Office Solutions (U) Ltd, Uganda, East Africa, from October 2005 – January 2006.

Company Profile

- ❖ Authorized Distributors for Canon copiers, facsimiles, Printers and Digital cameras.
- ❖ Authorized Distributors for Kyocera Mita Japan Ltd., the manufacturers of Digital Photocopiers, Mono and Color Laser Printers through out East Africa
- ❖ Authorized Distributors for Alcatel PABX systems and Alcatel Switch Through out East Africa.
- ❖ Authorized Distributors for Nexans Network Systems.

Responsibilities

- ☞ Responsible to arrange demonstrations to Higher Officials and managing a set of sales team comprising of 5 Sales executive by call allocations, Sales trainings, Sales reviews, pricing for all IT Products.
- ☞ Collecting Payments and Collections of AMC to the Supplied equipments..
- ☞ Coordination between the Service Team for smooth functioning of the Clients Equipments.

4. Worked as Territory Manager from October 2002 to August 2005 at Shri Girish Marketing, Karaikudi, Tamil Nadu, India.

Responsibilities

- ☞ Independently managed the administration process of Raising quotations, pursuing the orders, supplying, Installation & demonstration, of IT Products like Photocopiers, facsimiles, Laser Printers.

- ☞ Managed a set of four sales executives and two service engineers by allocating calls, call management, call flow, sales meets, sales reviews, sales training programs, product pricings and day to day activities.
- ☞ Actively involved in management and maintenance of Sister Concern M/s Image Copier Services, Branch office in Mayiladuthurai, Tamil Nadu, and India.

5. Worked as Sales Representative from Dec 2000 to SEP 2001, at M/s Kondapalli Conveyors Private Ltd, Ancillary Unit to M/s. Vizag Steel Plant, Visakhapatnam (Vizag), Andhra Pradesh, India.

Company Profile

- ❖ One Ancillary Unit of M/s. Vizag Steel Plant, manufacturing of Conveyors, Conveyor Idlers, and Engineering Products.
- ❖ Having well established & sophisticated and automated manufacturing unit, with skilled and experienced employees set up at Vizag.

Responsibilities

- ☞ Served as Head of Sales Department.
- ☞ Having well known knowledge in Conveyors and Conveyor Idlers, Pulleys and Fabrication industry.
- ☞ Well-known ideas about “Product Knowledge – Manufacturing System Concept”.
- ☞ Traveled through out India as a part of client interaction and business prospects. Major client includes NALCO, BALCO, all major cement plants, HPCL, VSP, HZL, and Coromandel Fertilizers.

REWARDS AND APPRECIATION

- Selected as Best Sales man by Rex Rotary India Limited in Tamil Nadu Region under the Channel Partner Image Copier Service.
- Selected as Best Sales man by HCL Infinet Limited under the Channel Partner Shri Girish Marketing.
- Selected as Best Sales man of the Branch in Western Region, Jeddah consecutive 2 years for the year 2011 and 2012.

EDUCATIONAL QUALIFICATION

COURSE	INSTITUTION	CLASS
SSC	Kennedy High School Vijayawada, Andhra Pradesh	I Class
Diploma in Word Processing and data Entry	State Board of Technical Education, Hyderabad	Distinction
Diploma in Electrical and Electronics	Industrial Technical Institute, Karaikudi	Distinction
Bachelor of Business Administration	Nixon University, USA. 2014	Distinction
Advance Digital Marketing	Merit phase Education Live	Completed
CNSS Certified Network Security Specialist	ICSI(International Cybersecurity Institute)	Completed
COVID-19 Contact Tracing	Johns Hopkins University	Completed
Licenses & Certifications	LinkedIn	Completed

PERSONAL DETAILS

Name : **G. K.PRAKASH**

Father's Name : **S. Gopala Krishnan**

Date of Birth & Age : **23-05-1978**

Sex : **Male**

Marital Status : **Married**

Religion/ Nationality : **Hindu / Indian**

Language Known : **English, Hindi, Tamil, Telugu,
Malayalam.**

Email Address : **gksaiprakash@gmail.com**

Contact & Permanent Address : **Sri ram Nagar, Kottaiyur, Sivagangai dist
Tamil Nadu, India**

Country of Residence : **PO Box 1723, PIN CODE 211
Salalah, Sultanate of Oman
GSM: +968 9430 1834/9228 3423**

Current CTC : **1000 OMR**

Expected CTC : **OMR 1500 to 2000 OMR**