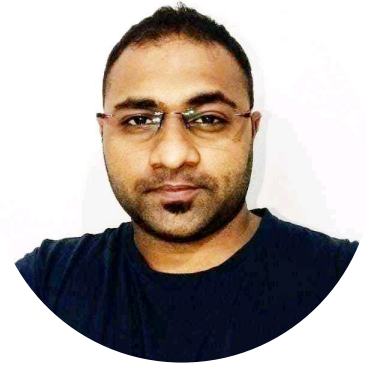


# NITHYAPRAKASH NJ

SALES MANAGER >3 Y EXP | CUSTOMER SUCCESS | STRATEGIC SALES | EX-PHOTON | EX-FUJITSU | MBA GRAD | ENGINEER



## MEESHO - Business Development Manager (South India Region)

APRIL 2019 - PRESENT (7M)

- Market study of potential supply - South Region
- Conduct workshops, manage vendors acquisition across categories in the respective region
- Work across multiple-categories to align with the company mission
- Being responsible for supplier scaling and 2x supplier performance
- Negotiate favourable terms of the relationship with vendors

## NDOT - Sr.Business Consultant (MEA Region)

DEC 2018 - MAR 2019 (4M)

- Building business relationships with current and potential clients
- Product Presentation and delivering information to potential clients- New Feature testing in the mobile application
- Maintaining short- and long-term business development plans

## PHOTON Sr.Executive - ENTERPRISE SALES (NA REGION)

NOV 2016 - NOV 2018 (2Y)

- Represent Photon in the NA market and Present our Value Proposition
- Work on the RFP process and be a bridge between the tech team and the client
- Be a part of Negotiation and effectively communicate
- Work on Meeting notes/Tech Stack, understand and document the next steps
- Closely work with the VP-Sales to maximise the regional referrals

## FUJITSU - Sales Associate (APAC Region)

APR 2015 - DEC 2015 (8M)

## INTERNSHIPS

### FUJITSU - Client Computing Devices - Selling to Large Size Organizations

APR 2015 - JUL 2015 (3M)

### BAJAJ FINSERV - FOS Training, Grooming and Development Module

MAY 2014 - JUL 2014 (2M)

## CONTACT

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 Bengaluru

## EDUCATION

2013 - 2015

### SRM UNIVERSITY

MBA - Marketing Major

2009 - 2013

### Karpagam College Of Engg

B.E. - ECE

## SKILLSET

- Public Speaking
- People Management
- Sales Planning
- Negotiation
- Leadership
- Referral Maximization
- Effective Communication

## LANGUAGES KNOWN

- English
- Tamil
- Hindi
- Telgu
- Malayalam

## CERTIFICATIONS

- Sales Negotiation - National Association of State Boards of Accountancy (NASBA) - 2019
- Executive Business Management In Digital Economy - ( IIM RAIPUR ) - Pursuing