

Rahul Tej K

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PROFESSIONAL SUMMARY

Results-driven and technically adept professional with 7 years of experience in technical sales leadership and account management. Proven track record as Sales Lead, with demonstrated success in identifying client needs, delivering customized technical solutions, and driving consistent revenue growth. Skilled in managing customer accounts, building long-term client relationships, and leveraging cross-functional collaboration to ensure solution alignment and customer satisfaction. Committed to operational excellence, strategic customer engagement to support business growth and client success.

EDUCATION

VelTech HighTech Engineering College

June 2013 - April 2017

Bachelor of Engineering - Mechanical

SKILLS

Sales & Account Management Proven ability to manage a diverse portfolio of accounts, with a focus on building strong, long-term client relationships.

Customer Relationship Management(CRM)- Expertise in using CRM software (e.g., Salesforce, Synergy) to manage customer accounts, track interactions, and maintain accurate client data

Product Expertise- In-depth knowledge of products and services, with a keen ability to position them effectively in the market.

Negotiation & Contract Management- Proficient in negotiating terms and pricing with clients while maintaining strong customer satisfaction & Long-term relationship

SOFTWARE PROFICIENCY

- MS Office suite
- Salesforce

EXPERIENCE

Spinco Biotech Pvt Ltd

Technical Specialist- Sales Lead

August 2022 - Present

- Served as the primary point of contact for over 100 active accounts, delivering high-impact account management solutions with a customer-obsessed approach to drive satisfaction and loyalty.
- Partnered with regional teams to implement strategic account plans aligned with client needs and business targets, resulting in increased retention and upselling opportunities.
- Created detailed monthly performance reports and business plans for OEM stakeholders, providing transparency, aligning goals, and facilitating smooth collaboration.

- Created tailored quotations based on deep understanding of client needs and market trends, accelerating the sales cycle and improving win rates across diverse industry verticals.
- Maintained an accurate database of all client interactions and activities in CRM systems, resulting in improved forecasting accuracy and account tracking.
- Built long-term relationships with clients across industries, maintaining a client retention rate of over 90% through consistent follow-up and value-added service.
- Handled the end-to-end process of generating quotes and invoices, ensuring timely documentation and adherence to company policies and audit standards.
- Coordinated with internal teams—including finance, logistics, and technical departments to ensure timely and smooth execution of client projects and service delivery.
- Supported marketing activities by tailoring campaigns for specific accounts, improving engagement and lead conversion through personalized outreach.
- Analyzed sales and campaign data to provide actionable insights, track KPIs, and recommend adjustments to improve overall account performance and client outcomes.

Application Engineer - Technical Support

Oct 2018 - July 2022

- Responsible for end-to-end installation, configuration, and deployment of software solutions, ensuring seamless functionality and quick resolution of setup-related issues.
- Proactively identified and resolved software bugs and application errors, significantly improving system stability and reducing user disruption.
- Acted as a key point of contact for (OEMs) to address software compatibility issues, version upgrades, and technical clarifications, ensuring prompt issue resolution and system integration.
- Handled and resolved technical support tickets in a timely manner, focusing on root cause analysis and system optimization to reduce recurring issues and minimize downtime.

Vibgyor Automotive Pvt Ltd

Nov 2017 - Sep 2018

Jr. Engineer- NPD

- Utilized advanced CAD and simulation tools (AutoCAD, Ansys, and Creo) for product design, analysis, and optimization, ensuring high-quality technical solutions that meet client specifications and industry standards.
- Reviewed and adjusted customer-provided (GD&T) to ensure precision in production plans, resulting in improved manufacturing efficiency and reduced errors.
- Collaborated closely with (OEMs) to finalize product specifications, design changes, and sourcing strategies, driving successful product development and timely launches.

- Led efforts in cost estimation and material procurement, ensuring timely availability of materials and adherence to budgetary constraints, contributing to cost-effective project execution.
- Contributed to major ancillary projects for leading clients including Tafe, VST Tillers, Rane, and Ashok Leyland, providing technical support, solving design challenges, and ensuring successful product implementation.

CERTIFICATIONS

- Pursuing Advance Corporate Strategic Management Course
IIM- Visakhapatnam
- Certification on Salesforce for Sales Managers
By LinkedIn Learning- Feb 2025