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📍 Delhi-NCR,

# Siddharth Yadav

## International Sales & Business Development | People/Team Management

Top Revenue Leader offering a dynamic career that reflects the pioneering experience and year-on-year success in achieving business growth objectives by investigating new opportunities and maximizing competitive strength for long-term success.

### CORE COMPETENCIES

Sales & Business Development

Revenue/Profit Growth

Key Account Management

New Product Launch & Events

International Sales

Client Relationship Management

Stakeholder Management

Team Building & Management

Strategic Leadership & Planning

Product Marketing

Contract Management

### SOFT SKILLS

Strategic & Analytical Leader



Collaborator & Communicator



Goal-oriented



Target Focused/Solution Driven



### EDUCATION

### PROFILE SUMMARY

- **Result-oriented professional**, with **nearly 14 years** portfolio of success in devising & executing business strategies to drive sales and achieve profitability.
- Currently associated with **Reve Systems, Delhi as AGM Sales**; garnered business knowledge in **Middle East Market** by leveraging monthly visits.
- Accomplished **Business Leader** with experience in devising and executing business strategies to achieve top-line & bottom-line profitability across the **IT sector**
- Facilitated the implementation of **cutting-edge software solutions for clients** in collaboration with multi-disciplinary teams by adopting a pragmatic approach in the pursuit of achieving business objectives. Selling soft switch and dialers for VOIP domain & SMS platform to service providers ,
- Building strong relations with **Key Decision Makers & Leaders** across target industries for delivering services. Well connected with wholesale player's .
- Credited for **establishing large-volume, high-profit accounts** with excellent levels of retention and loyalty; nurtured and deepened relations with key corporate decision-makers at the top level; contributed to the revenue worth \$2 Lakh
- **Key People Leader**; delivered exceptional results in managing operations, sales teams of up to 5 members
- Highly skilled in **delivering outstanding business growth outcomes** in highly-competitive markets of the region by devising company's strategy, hiring and delegating authority to implement new policies and practices

### WORK EXPERIENCE

#### Aug'10-Jun'12: Sales Executive

*Lead generation & conversion (through cold calls , email & events )*

REVE Systems

#### Jul'12-Aug'15: Deputy Manager

*Traversed sales pipeline & effectuated product promotions plans (events, campaigns, trade exhibitions, and so on)*

#### Sep'15-Jul'19: Senior Manager – Sales

*Represented the organization at international trade exhibitions, events and demonstrations; steered new product development & launch*

#### Since Aug'19: Assistant General Manager

*Spearheading International Sales – PAN India & Middle East | Clients: Corporate & Retail | Product: Mobile VOIP solutions*

**Key Result Areas (across the above):**



PGDM (Marketing & Information Systems), IMT Ghaziabad (Distance Learning)



2005  
B.Com from Allahabad University, Allahabad

## PERSONAL DETAILS

- Date of Birth: 18<sup>th</sup> February 1983
- Languages Known: English and Hindi
- Address: 162, Tagore Town Allahabad

- Driving business growth in terms of value, volume and market share by introducing new marketing ideas & concepts
- Prospecting, identifying and developing new market penetration strategies; working closely with internal teams during the entire sales cycle
- Implementing, planning and executing highly effective strategies pertaining to business operations & development
- Rendering support in corporate communication, customer communication, brand image building, and product awareness campaigns

### Highlights:

- Established the business in the market while the business skyrocketed.
- Brought new alliances to fruition in new segments while strengthening the bond with the existing clients.
- Identified fund generation opportunities from identifying areas for fund generation from venture capital.
- Achieved 100% of annual revenue target in FY 20-21 in a tough pandemic year.

## PREVIOUS EXPERIENCE

### Aug'09-Jul'10: Namaskaar India, Delhi as Sales Executive

#### Key Result Areas:

- Administered all aspects of sales, revenue attainment and management of channel partnerships; evaluated, identified and secured large product deals.
- Generated leads and closed deals by pitching travel packages to the corporate accounts across Delhi-NCR.
- Managed sales pipeline, forecasting monthly sales and identifying new business opportunities; developed a positive working relationship with partners to build business.
- Identified prospective clients and maintained relationships with the existing by understanding their product requirements.