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Objective and Goal

To take the advantage of the business acumen and experience developed at Ingram Micro, eSys Information Technologies...And move to a role where I develop business activities, plan product strategy And account management for a company in the IT Solutions/ Software/ Hardware/ Networking/ Telecom. Would have a natural advantage in any product/ Service line Involving Retail Sales and Account Management.

Summery

- 18+ yrs. IT Industry experience
- Sharp business acumen
- Experience in Managing channel Sales & Marketing IT range of Products.
- Strong fundamental of Retail Management, Account Management, Operations & Inventory Management
- Good Relationship builder, Sound Interpersonal skill, Team worker.

Experience

July 2018 – Till Date R P Tech India Product Manager Ahmedabad, Gujarat

- R P Tech is one of the top leading distribution company with portfolio of Component, Peripherals & PC
- I take care of Dell Vostro business including Desktop, Notebook and Accessories.
- Managing a business of 5 Cr. Averagely per month.
- Report to Group Business Manager – PCD.
- Managing revenue and margin for the company thru

July 2011 – June 2018 Compuage Infocom Ltd. Mumbai – Product Manager

- Managing business for HP range of products like consumer desktop and notebooks, Display products and Mobile for different corners of India.
- Vendor management.
- Maintain the Gross Margin and ageing product under me.
- Inventory management
- Team Management.

November 2007 – July 2011 eSys Information Technologies Ltd – Channel Manager. Ahmedabad, Gujarat

- eSys is the distribution company for IT Products with HO at Singapore
 - Managing the sales for Wizard branded desktops, servers, NAS, External storage in Gujarat in channel dist.
 - Handling the distribution product available with eSys in Gujarat market.
 - Taking care of end customer business directly as well as thru channel partners in Gujarat
 - Few big wins: LJ College / R K Group / Transformer & Rectifiers / IndoGerman tool room / Tata power / IIM – A / Cama group of hotels / FD Educations / Taralac chemicals...
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March 07 – October 07 Wipro Ltd – Account Manager – Channel Sales

Ahmedabad

- Wipro is the most known IT company mfg the Computer desktop, Laptops and Servers with its own brand name.
 - I was responsible for channel business of those products.
 - I was looking after the Ahmedabad and Saurashtra business in Wipro.
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March 2004 – Feb 2007

Ingram Micro India Pvt. Ltd.

Ahmedabad, Gujarat

Sr. Associates - Sales

- Joined as a back office support (ARI) and promoted up to Sr. Associate – Sales. (upcountry)
 - IMIL is the distribution company for most of the all IT products available in the market.
 - I was handling the channel business in the organization for Rajkot and Saurashtra territory.
 - Mainly product line: PC (Acer, IBM, HP) with software and networking.
 - After one and half years of experience in the organization, my division has been shifted. As currently I was handling the up country market (Rajkot, Bhavnagar, and Jamnagar).
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May 2003-March 2004

Third Wave Systems Pvt.Ltd. Ahmedabad, Gujarat.

Sr. Sales Executive

- Third Wave Systems is IT and OA one stop solution Retail Outlet. The responsibilities upon me include Sales and Marketing for retail & corporate segment.
 - Sales and Marketing of all OA and IT Products forms a core of my job role.
 - Schemes, claims, Bundles, Interacting with suppliers & principles for the same also form a part of my job.
 - Handling mainly brands like Hewlett Packard, IBM, Compaq, Acer, HCL and Panasonic.
 - Handling certain corporate & Government accounts directly as part of my outbound sales activity.
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Dec.2000-April 2003

Ronak Computers Pvt.Ltd.

Ahmedabad, Gujarat.

Executive-Sales Division

- Ronak computers was the distributor for IT hardware products like Samsung, Epson, Canon and HP.
 - I was responsible for network business.
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Academic Qualification

B.Com (April2001)	Management and Accounts	Gujarat University	Second Class Graduate
12 th (March 1998)	Commerce Faculty	Gujarat Board	Distinction
10 th (March 1996)	General Faculty	Gujarat Board	Distinction

Computer Skill

- All applications under Windows
- MS Office and specially command over Excel

Interest and Hobbies

- Reading, go on a long drive, Driving Car, spending time with kids

Personal Detail

Date of Birth	:	15 th December 1980
Sex	:	Male
Marital Status	:	Married.
Languages Known	:	English, Gujarati, and Hindi