

Johnson Gonsalvis

Corporate Account Manager



My Contact

✉ johnsongvs@gmail.com

☎ +91-9886249946

📍 Flat no 118,
5th Block, B1 wing
Skyline City apartment
Chandra Layout
Bangalore
India-560072

Hard Skill

- Time Management
- Leadership experience
- People management
- Business Development
- Proposal writing
- Issue Resolution
- Marketing Skills
- Account management
- Relationship-building
- Multi tasking
- Negotiation
- Teamwork

Soft Skill

- Observation
- Decision making
- Supervising
- Communication skills

About Me

Highly-motivated sales professional with 10 years experience in providing expertise in strategic Lead generation, tender preparations, effective Liaising, enterprise sales strategy, creative marketing, and category supervision across diverse sectors. Quota-surpassing sales manager with a consistent record of converting sales prospects into Loyal, satisfied clients and building a network of referrals to increase sales

Professional Experience

Corporate Sales Account Manager

U.A.C SARL [01/05/2017 – 02/04/2022]

Address: (Democratic Republic of the Congo)

City: Kinshasa

Country: Democratic Republic of the Congo

Website: www.uacrdc.com

Name of unit or department: Corporate Sales

Key responsibilities:

- Working on Corporate Key Client Accounts, Tenders, Sales and Services and Marketing.
- Work with corporate accounts & tenders for IT products, solutions and software's like Acer, Dell, Canon, Cisco, Lenovo, Evolis primacy, Spectron, Polycom, Logitech, Hikvision, Fortinet, Apc, D-Link, matrix & Erp solutions.
- E-tendering overall products for UNICEF, WHO, UNOPS, WFP, UNHCR, OIM MONUSCO, UNESCO, CHEMONICS, MERCY CORPS SAVE THE CHILDREN, PATH.
- Handling corporate key clients like telecommunication companies, banks, Ngo's, embassies & resellers.
- Handling projects gained through various tenders located in Kinshasa and in interior locations.
- Handling emails, responding with clients and verifying the exact requirement of customers.
- Demanding for their technical specification finally sharing quotations and technical specifications.
- Interacting with the concern department for closures of purchase orders and delivery time period.
- Meet client for requirements with pre-sales team discuss technical aspects for their requirement.
- Organizing proposals as per the requirement of client and interact with client procurement team.
- Execution of tenders & projects with importation team for stock availability and order placement.
- Managing sales executives and marketing team and overall operations and handling the corporate team and taking decisions in absence of corporate head.
- Local purchase responsible for all the articles needed for corporate clients from the local market.
- Engaging with current and potential customers, understanding their overall strategy to procure.



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Education Background

- Diploma In Electronics & Communication Engineering
Department of Technical Education
Completed in 2014
- Diploma in Hardware & Networking
Certificate By Jetking
Completed in 2011

Language Skills

- English
- Konkani
- Hindi
- Kannada
- French

- Interacting & coordinating with existing customers for their upcoming requirements and orders.
- Arranging meetings with clients for overall yearly requirement and making contracts with them.
- Arranging programs for marketing team for client visits & follow up with them and status reports.
- Being point of contact with priority customers & resolving any issues they have with us.
- Arranging pricing for tenders and for corporate orders and for overall public tenders.
- Contact vendors for rfq , pricing & stock availability, time period for delivery and costing .
- Interact with client for new purchase orders and processing it on time with logistic team .
- Follow up with clients for processing the payments along with the recovery team.

Inside Sales-Lead Generation

Connectivity Solutions Pvt LTD [05/10/2014 – 30/12/2016]

City: Bangalore

Country: India

Website: www.cosol.in

Name of unit or department: Cisco Lead Generation Team

Business or sector: Information and communication

Key responsibilities:

- Single point of contact for the team for Cisco Leads.
- For client requirements manage conference calls and meetings for clients with account managers.
- Meet clients along with account manager or pre-sales team and discuss technical specification.
- Interact with Cisco account managers and get the discounting percentage.
- Organizing proposals as per the requirement of the clients & sharing them.
- Interact with various vendors & collect quotes for passive networking executing orders.
- Engaging with current & potential customers, understanding their overall strategy.
- Strive to develop a roadmap with a customer that facilitates Order/project closure.
- Develop multilevel and multifunctional relationships (Business Unit Leaders) to drive solutions.
- Innovative and provide value to the customers respective business needs.
- Deepen and widen relationships with partners & clients with a longer term focus.
- Understand the customers' business and IT strategy; map these requirements to industry trends.
- Translating customer requirements into working instructions for project design & delivery.
- Prepare regular analysis of competitor activity to understand market direction.
- Understanding with potential impact on customer relationship on our company.
- Proactively look for opportunity to address need for cost reductions or technology.
- Develop territory & account plans on selected technology / market opportunities .
- Prioritize internal & external resources to meet or exceed sales quota.



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Date of Birth

- 13-12-1983

Nationality

🌐 Indian

Religion

- Roman Catholic

Sales Executive

Tanish Innovation Pvt Ltd [06/10/2011 – 09/2014]

City: Bangalore

Country: India

Business or sector: Manufacturing

Key responsibilities:

- Single point of contact for the team for Cisco Leads.
- Main activities involved cold calling, creating customer database and lead generation.
- Discuss technical aspects with reference to drawings for precision components.
- Meet customers for their requirement for CNC components weekly basis.
- Interface with clients frequently & maintain an excellent relationship with them.
- Making relationship with the Existing Clients (CRM).
- Conducting email campaigns as directed by sales team.
- Preparing quotes and executing orders on time.

Associate Business Executive

Kavach Networks Pvt Ltd [01/01/2009 – 31/10/2010]

City: Bangalore

Country: India

Website: www.kavach.net

Name of unit or department: Networking & IT Security

Business or sector: Information and communication

Key responsibilities:

- SMB marketing of networking products which includes firewall, mail server, proxy server,
- vpn, content filter, anti-spam solutions.
- Primary research through various search engines like google, yahoo, msn, AOL.
- Conduct secondary research to support or client's market research teams.
- Generate leads for internal sales team & ensuring that the sales tools are up-to-date.
- Collect and analyze the information for determining the demand of product or services.
- Interacting with customers and sending Introduction mail and company profile to them.
- Preparing and sharing of proposals as per the requirement of the clients.
- Preparation of final report of the clients and sent it to the management.
- Analyze and interpret consumer generated data from various databases.
- Maintaining the database & quarterly fact sheets.
- Designing of professional questionnaire.



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Sales Consultant

Nettpositive Business Analytics Pvt Ltd [01/03/2008 – 30/12/2008]

City: Bangalore

Country: India

Website: www.nettpositive.com

Name of unit or department: Dell Lead Generation Process

Business or sector: Information and communication

Key responsibilities:

- Checking out the need & requirement for IT products for SMB marketing.
- Generating leads and passing it to account managers for proposals.
- SMB marketing of Dell products like laptops, desktops, servers, projectors & workstations.
- Conduct Primary research various search engines & collect data of small scale industries.
- Interacting with customers after account manager sends a quote and closing the order.
- Calling customer who sends a message to know about "Take your own path".
- Fixing appointment with account managers for "Take your own path" clients
- Deal with order processing for small medium business.
- Assist the customers in making their buying decisions.

Declaration :

I hereby declare that all given above is true and correct to the best of my knowledge. All the information shared in the resume is correct, and i take full responsibility for its correctness. i solemnly declare that the information in this resume is true to the best o my knowledge and belief.