



ANAND G .DHURI

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Career Summary

- ✦ **Accomplished professional** offering a career of **24 years** in driving business operations as well as achieving year on year growth in business and revenue targets across assignments in technology solutions, products & services Sales
- ✦ **Directed pre-sales / post-sales** process by providing business strategy and technical expertise to sales in selecting, implementing and developing competitive product and services applications and solutions in diversified markets of India & South Asia.
- ✦ **Led the direct negotiation** process, compiled technical information, prepared the proposal as per customer's specification/requirements and continued to drive excellence and efficiency in the tendering process across various industries for pumps/motors.
- ✦ **Mapping requirements** and providing best solutions involving evaluation and definition of scope of project and finalization of project requirements
- ✦ **Combined multi-disciplinary(Start-Ups, Medium to Large MNCs)** experience with the hands-on approach in charting out business strategies and contributing towards enhancing business volumes & growth and achieving profitability norms
- ✦ **All round experience** in Sales, Business Development, New Market Development, Channel Sales, Team leadership & Talent acquisition with Start-Ups, medium to large sized multinational organizations in India & South Asia
- ✦ **Strong experience** in leading & responding to complex, multi-vendor & big ticket RFPs
- ✦ **Successfully Developed strong business relationship** at various levels/ functions with customers & partner organizations including large System Integrators
- ✦ **Strong skills** in High value & profitable Negotiations, Solution Selling Strategies, High-Impact Sales Presentations, Key Client Retention, Alliance Building

Markets Experienced

- ✦ Government, NGOs, Associations
- ✦ Networking, Telecom, BFSI, Datacom & ISPs, Entertainment
- ✦ Banking, Transportation, Retail, PAYTV
- ✦ Oil & Gas, Medical Equipment, Studio & Broadcast
- ✦ Defense, Aerospace, Research & Development
- ✦ Automotive, ancillaries & after markets, Light & heavy engineering M/C Shops
- ✦ Architects, Interior Decorators & Construction
- ✦ Industrial controls & Electronics
- ✦ System Integrators, Enterprise LANs & ID

Career Record

August'16- Present with



Focus India a Sales & Purchase Transformation experts. We work as partner for outsourced sales and/or purchase management exclusively for INDIA. We take ownership and responsibility for all things that a full-time, in-house Sales or Purchase Manager would do working in a larger B2B organization – but at a cost accessible to all

We help companies grow by transforming their sales & purchase teams, pipeline, dependable vendors and processes. We provide comprehensive, customized solutions that turn any sales & cost problem into an opportunity to accelerate – guaranteeing you a return on your investment.

➤ **KNOWLEDGEaccessINDIA as Principal Consultant**

KNOWLEDGEaccessINDIA is a young start-up in knowledge search from India. We are on the mission to connect the world's top professionals with the India's best knowledge, helping them improve critical decisions, sharpen their thinking and drive business forward in India. Our clients are decision-makers at major corporations, investment funds, strategy consultancies and non-profits & India focused research companies who confidently rely on us to connect them efficiently and intelligently with experts across all industries and regions of India. Established in 2016 in the city of Pune(India) globally known as Knowledge & Industrial hub of India ,we offer our clients access to expert insights through phone and in-person consultations, hosted events, and expert surveys exclusively on India.

September'17- June'18



Biocryptology platform was developed by Hanscan Spain, a privately-owned authentication technology firm. Our company develops biometric and authentication management technology, designed to combat the growing global issues of security, privacy and identity theft and fraud. Our technology makes it easier and safer to gain access to and deal with the growing number of security measures required protect identities and transactions in the 21 century

Key Responsibilities

- ✦ Direct and coordinate company sales and marketing functions with P&L ownership
- ✦ Direct and oversee the company marketing function to identify and develop new customers for products and services.
- ✦ Analyze and evaluate the effectiveness of sales, methods, costs, and results.
- ✦ Directly manage major and critical developing client accounts, and coordinate the management of all other accounts.
- ✦ Represent the company at various community and/or business meetings to promote the company. Recommend and administer policies and procedures to enhance operations.
- ✦ Establish and implement short- and long-range departmental goals, objectives, policies, and operating procedures.

Career Record (Contd...)

Jan'16- August'16 with Sphere Info Solutions Pvt Ltd. as Vice President (Sales & Marketing)

Sphere Info Solutions is an “IT” company, providing end-to-end IT Services & Solutions to all our SMB and Enterprise Customers. We are headquartered at Mumbai, India with satellite offices in Pune and Delhi. The company has started onto the process of becoming ISO Certified & then CMM Level 3 certified Company Sphere Info solutions vertical industry expertise spans Food Services, Banking, Financial Services, Telecom & Utilities, Shipping and Pharma etc. Sphere offer complete business solutions through a model that offers consulting and knowledge Management services, dedicated Infrastructure Management (24 X 7 supports for database, network, security etc.) and custom application development. Sphere Info Solutions can rapidly build custom solutions and deploy cutting edge software solutions that are flexible and cost effective, with a faster time-to-market and lower cost of ownership. Our focus on client service and quality management has enabled it to maintain a 100% track record of long-term relationships. The company is currently engaged with number of clients, and has formed enduring client partnerships with companies across all verticals.

I joined Sphere info to provide leadership and coordination of company sales and marketing functions. Develop and implement sales and marketing strategy. Monitor and analyze sales and marketing activity against goals.

Key Responsibilities & Achievements:

Key Responsibilities

- ✦ Develop and coordinate sales selling cycle and methodology.
- ✦ Research and develop strategies and plans which identify marketing opportunities, direct marketing, and new project development.
- ✦ Develop and manage sales and marketing budgets, and oversee the development and management of internal operating budgets.
- ✦ Participate in the development of new project proposals.
- ✦ Supervise the planning and development of company marketing and communications materials.
- ✦ Promote positive relations with partners, vendors, and distributors.
- ✦ Work with department managers and corporate staff to develop five year and ten year business plans for the company.
- ✦ Serve on planning and policy-making committees.

Achievements

- ✦ Developed new Markets & opportunities for the business
- ✦ Created new Alliances & partnerships
- ✦ Developed 5 year business plan for the business with clear objectives & goals of the organization
- ✦ Presently working with the team to create internal CRM tool for the customer database
- ✦ Created new HR, Finance, Business development policies in line with the organization & team expectations

Career Record (Contd...)

June'14- Nov'15 with Scytl Secure Electronic Voting S.A. as Sales Director (South Asia)

Scytl is the global leader in secure election management and electronic voting solutions. Specializing in election modernization technologies, Scytl offers the first end-to-end election management and voting platform, providing the highest security and transparency standards currently available. Scytl has capitalized on its more than 18 years of research to develop election-specific cryptographic security technology protected by more than 40 international patents and patent applications, positioning Scytl as the company with the largest patent portfolio of the industry.

Scytl's solutions have been successfully used in more than 20 countries throughout the world over the last 10 years, including Canada, the United States, Mexico, Ecuador, France, Norway, Switzerland, Bosnia-Herzegovina, the UAE, India and Australia. Scytl is headquartered in Barcelona, Spain with strategic offices in Canada, the United States, Peru and Greece as well as field offices in the UK, Ukraine, Malaysia, India and Brazil.

Key Responsibilities & Achievements:

Key Responsibilities

- ✦ Collaborate with the GM of the Emerging Countries of South Asia in developing and executing a regional strategy and business plan.
- ✦ Attend customer sites and regional events to promote the products/solutions & services.
- ✦ Gather market knowledge and work with key stakeholders to maximize conversion of opportunities.
- ✦ Secure and close deals partners, where necessary to gain business. Report regularly on sales pipeline and current opportunities.
- ✦ Work closely with internal support team in Hong Kong & Spain

Achievements

- ✦ Demonstrated commercial ability in to the public sector (Central and state government level) in India & SAARC.
- ✦ Developed senior level contacts at the public sector level.
- ✦ Demonstrated skills of IT, selling Software solutions and services, in electoral solutions business ☐
Developed skills of working in diverse teams and team management ability.
- ✦ Represented Scytl in International conferences arranged by Associations like UNESCO

Career Record (Contd...)

May'08 – June'14 with Gemalto Digital Security Private Limited, Mumbai as Manager – Secure Transactions (India & South Asia)

Gemalto, the world leader in digital security. Gemalto is at the heart of our evolving digital society. We give billions of people the security to make the most of their digital lifestyle; and the freedom to communicate, travel, shop, bank, entertain and work – anytime, anywhere – in ways that are convenient, enjoyable and secure. Gemalto enables its clients to offer trusted and convenient digital services to billions of individuals. We help put a wide range of secure devices in the hands of billions of people all around the world - and we enable our clients to stay in touch with them throughout their life-cycle. Our ability to do this is founded on our expertise in security processes, software and cryptography. We draw on this to develop and install secure software in diverse products used to access digital services. We personalize these devices with the credentials of our clients and the identities of their customers across hundreds of networks. In ensuring they are continuously monitored and maintained, we fulfill our mission to bring trust to the digital world. Gemalto has a global revenue of €2.2 billion+ (Year 2012), with site in operation in 43 countries, 10000+ employees with 106 Nationalities

Key Responsibilities & Achievements:

Key Responsibilities

- ✦ Manage & Expand smart card & other Solutions business in India, & Indian Subcontinent
- ✦ Drive the financial and strategic development of the company
- ✦ CXO, CTO level interaction with Nationalized & Private Banks, Government & Banking agencies, etc.
- ✦ Work closely with internal stake holders in Telecom domain & develop cross selling opportunities in NFC, Mobile financial Services etc.
- ✦ Maintain close relationships with payment schemes like RUPAY, VISA, MC

Achievements

- ✦ Developed Business on smart card base payment applications with Banks, technology providers in the domain of [EMV](#) based card issuance, Financial Inclusion, Transport, E-purse, Loyalty, etc
- ✦ Successfully offered financial institutions end-to-end solutions, which make deployment simple and secured in e-banking, contactless payments, instant & central issuance of Credit cards, NFC based solutions.
- ✦ Created and owned short, medium & long term business plan for Payment Business o Planning, budgeting, meeting revenue targets, project delivery, talent acquisition & development
- ✦ Successful in winning multimillion dollar Bids from Private & Public sector banks
- ✦ Acquired & developed key accounts including ICICI, Axis, Citibank, SCB, HDFC Bank, BOB & FINO contributing to over 70% of sales revenue & average achievement of 115% of revenue target for the past 5 yrs
- ✦ Developed & maintained strong alliances with National Payments Corporation of India (NPCI), Visa & MasterCard for addressing joint business opportunities

Career Record (Contd...)

Oct'06 – May'08 with Belden India Private Limited, Mumbai & Bangalore as Sales Manager-South India & Sri-Lanka

Belden was founded by Joseph C. Belden in 1902 in Chicago, IL. The company has been a leader in the design and manufacturing of insulated wire, cable and related products for over 100 years. In 2004, Belden merged with Cable Design Technologies Corp. and has since transformed itself from a cable company to a signal transmission solutions provider with a complete product portfolio including cable, connectivity and networking products.

Key responsibilities & achievements:

Responsibilities:

- ✦ To design, implement, and adjust various sales plans and programs for IT & ITES, Telecom, Industrial, and Networking Markets with a focus on building distribution channel and fostering demand in the Fortune 500 arena.
- ✦ Interaction at CTO & CXO level
- ✦ Large Accounting, project management and Business Development, Managing large Clients, Coordinating complexity, Operations scheduling and management.

Achievements:

- ✦ Consistently developed strong, sustainable relationships with System Integrators / Channel partners and executive decision makers of Fortune 500 client companies.
- ✦ Achieved a Sales of USD 2.35 Millions with annual growth of 11%
- ✦ Successfully established & developing Import warehouse with new systems & services
- ✦ Instrumental in winning back some of the lost accounts

Career Record (Contd...)

Jan'04 – Oct'06 with APW President Systems Ltd , Mumbai as Regional Sales Manager

APW President Systems Limited, is a leading designer, manufacturer and supplier of standard and customized enclosure systems in India and has been the market leader for over 27 years in 19-inch enclosures for IT and Telecom infrastructure, systems management and operations. The Company caters to three major business segments: enclosure systems, contract manufacturing and trading activities – all with a focus on the IT/Networking and ITES, Telecom, General and Industrial Electronics sectors.

Key responsibilities & achievements;

Responsibilities:

- ✦ Oversee all sales and business development functions, including new product rollouts, key account management, customer relationship development, contract negotiations, and order fulfilment.
- ✦ Hold P&L and budget responsibilities. Provide cross-functional team training, coaching, and mentoring.
- ✦ Direct network of area sales managers and marketing associates located throughout the Western India. Design, implement, and adjust various sales plans and programs for IT & ITES, Telecom, Industrial, and Networking Markets with a focus on building distribution channel and fostering demand in the Fortune 500 arena.

Achievements:

- ✦ Instrumental in complete turnaround of average performing sales team members; set higher expectations and instituted individual team-member accountability resulting in 29% revenue increase over one year.
- ✦ Achieved or exceeded all quotas throughout tenure, averaging more than Rs. 23 million in annual sales in western India and earning multiple company awards in recognition of performance.
- ✦ Consistently developed strong, sustainable relationships with System Integrators / VAR/ Channel partners and executive decision makers of Fortune 500 client companies.
- ✦ Introduced concept of activity planning & Control, Knowledge sharing, e-learning for new employee

June'02-Jan'04 with SOLECTRON CENTUM ELECTRONICS LTD (Indian subsidiary Solectron Corporation, USA) as Area Sales Manager

SCEL was established in 1994 under leadership Mr.Appa Rao as Centum Electronics Ltd & went into collaboration with CMAC Electronics to become CMAC Centum Ltd in 1995. Global giant Solectron Corporation along with Indian Operation took over CMAC in 2001 so company was renamed in India as Solectron Centum Ltd. In this company Solectron holds 50% stake.

Managed Sales of Maharashtra, Gujarat with OEMS, Automotives, Telecom, Government, Aerospace & Defense Institutions for Electronic components like FCP & HMC & Electronic Manufacturing Services.

Selected Achievements:

- ✦ Developed new applications & markets like automotive, consumer electronics from conventional Telecommunication market.
- ✦ Achieved a Sales Growth of 45% growth on last year

Dec'01-Jun'02 with Industrial Tape Specialist LLC as Director of Sales

Industrial Tape Specialist, LLC is a company based at Nashville, USA are the international distributors of Industrial adhesives tapes. The business module was to source the adhesive tape from manufacturer Preferred vendors, at best available prices & cater the domestic requirement.

Developed a sale of India, Pakistan & Bangladesh. Negotiated best prices with the preferred vendors. Developed new applications, channels & sourcing the correct product.

Selected Achievements:

- ✦ Established company's presence in Indian, Pakistan & Bangladesh
- ✦ Initiated the sale of the products & developed distribution network.

May'95-Dec'01 with Birla 3M Ltd as Sr.Sales Co-ordinator

3M India Ltd is the Indian subsidiary of multinational, multi location & multi product 3M Corporation of USA. In year 2000, 3M had a turnover of 16 billion US \$. With a basket of 80,000 & plus products 3M service all segments of the Indian industry. In my industrial tapes & specialties division of 3M, we have around 20,000 & plus adhesive coated products like single coated & double coated tapes, specialty label materials & range of the adhesives.

As a Sr.Sales Co-ordinator I was involved in Key accounts management, Sales Supervision & training to the distributors, Distributor & receivables management. Technical support to the customers & distributors.

Selected Achievements:

- ✦ Successful training for the distributors & their sales personals.
- ✦ Kept receivables & expenses of the organization under control.
- ✦ Achieved sales growth of 30% every year

July'93-May'95 with ITW Signode India Ltd as Sr.Sales Executive

ITW Signode India Ltd is the Indian subsidiary of US Company, ITW (Illinois Tool Works) Corporation. As an initial phase of my career, I was responsible for Dealer management, Receivables management, Key accounts management.

Selected Achievements:

- ✦ Achieved a sales growth of 25% every year.
- ✦ Kept receivables under control.

July'92-July'93 with Padam Enterprises as Sales Engineer

Padam Enterprise was a marketing arm for Kalpana Tools & Appliances (KTA), Pune. KTA manufactures m/c tool accessories like tapping attachments, CNC Tool Holders etc.

Selected Achievements:

- ✦ Achieved a sales growth of 5% every month.
- ✦ Maintain DSO of 30 days
- ✦ Developed Allied product range with new business opportunity

Scholastics

- ✦ Bachelor's Degree in Mechanical Engineering from University of Pune, Maharashtra, India in 1993

Personal Dossier

Date of Birth	: 4/26/1971
Languages Known	: English, Hindi, and Marathi
No of Dependents	: 3
Passport No	: Z3056740
Permanent Address	: Bldg No 5,Wing-B,Flat No-24,Shree Jawahar CHSL,Govind Ngr, Sodawala Lane,Borivali(west),Mumbai-400092,India
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