

CURRICULUM VITAE

Mr. Kiran Vasant Keni
Flat No 472, Third Floor, Bldg. No - 12, Mahim Fisherman Colony
S. L. Raheja Road, Mahim West, Mumbai - 400016
Contact No. : 8169477409
Email:- kiran9820964428@gmail.com



Aspiration Senior Business Development Manager

Professional Summary

An astute and result oriented person having experience in Senior Business Development Manager for past 13 yrs

PRODUCT EXPERIENCES

-

Cctv System

- Anlong, AHD & Ip cctv (Hikvision/ Cplusplus/ Panasonic) knowledge of all product
- As per customer requirement . We are design providing CCTVs solution with price
- Managing to Engineer team and complete job work till to date and final collection

Biometric Systems

- RF Id ,Pin ,Biometric & face (Essel/ Biosmart/ Hid) aware all product
- Customer requirement . We are designing Symatic layout give it solution and quote
- Going with Engineer proper brief on site and complete job work till to date & final payment

Fire Alarm

- Conventional, Addressable panel (Honeywell/ Agni) Knowledge all product
- As per customer requirement . We are designing give it solution with layout
- As per final layout brief to Engineer on site and complete job work till to date ,final payment

Multivideo Doprphone Apartment

- Standalone, Multiapartment System (Commax/ Trueview/ Honet) Knowledge of all product
- As per customer requirement . We are designing give it solution with layout
- Engineer team handling and complete job work till a final collection

Boom Barriers

- Boom ,Bollard (Faac/ Came/ Essel) aware all product
- As per customer requirement . Site inspection give it solution with layout
- As per final layout brief to Engineer and complete job work till to final payment

Epabx & Building Intercom

- Non expandable , Expandable System (Crystal/ Skylink/ Panasonic/ Siemens) aware product
- As per customer requirement . We are designing give it solution with quotation
- technical team instructions and complete job work till a final collection

Home Automation

- Switch , curtain, Occupancy sensors (Honet/ Lutron/ Eglu/ Commax) aware product
- As per customer requirement . We are designing give it solution with quotation
- technical team instructions and complete job work till a final collection



-
- Working as **Senior Business Development Manager with Mac2 Electronic Security Solutions** in Prabhadevi (West) for **Months (Jan 2019 to till date)**

Job Description:

- o Meet Architect, electrical contractor & builder purchase manger, presenting voice/ video portfolio.
- o Coordinating with support team for customer service.
- o Promo campaigns and attending trade events.
- o Appointment of new channel partners.
- o Expertize in the expansion and optimization of channels.

- Worked as **Senior Regional Sales Manager with Mascot Communication.** in Santacruz (East) for **4 years 4 Months (Oct 2014 to Dec 2018)**

Job Description:

- o Make cold calls and generate B2B/ direct sales for Channel Partner.
- o Meet architect, builder purchase manger & electrical contractor presenting PPT with voice.
- o Good manner strategic planning for direct sale along with channel sales.
- o Coordinating with support team for customer service.
- o Acetech & Secutech in promo campaigns and attending trade events.
- o Identifying channel partners in the areas and maintain relationship.

- Worked as **Business Manager with Speedo Communications** in Tardeo for **2 year & 4 months (May 2012 to September 2014)**

Job Description:

- o Meet builder purchase manger, architect, society & interior consultant presenting voice/ video portfolio.
- o Handling telecaller develop and generate new business opportunities mail-shots, promo campaigns.
- o Good in Communication English & Hindi/ local language.
- o Coordinating with support team for customer service.
- o Recover lost and retain existing accounts.
- o Handling AMC department
- o Expertize in the expansion and optimization of channels.

- Worked as **Territory Sales Manager with Innovative Ideals & Services (I) Pvt. Ltd.** in Jogeshwari for **3 years (March 2009 to April 2012)**

Job Description:

- o Completes sales operational requirements by scheduling and assigning employees, following up on work results.
- o Meet builder purchase manger, architect, Interior Consultant & electrical contractor presenting PPT with voice.
- o Acetech & Secutech in promo campaigns and attending trade events.
- o Handling telecaller develop and generate new business opportunities mail-shots, promo campaigns.



Academic Highlights

Passed S.S.C in 1994
Passed H.S.C. in 1997
Industrial Training Institute in Electronics Mechanic- 1998-2000
Computer Hardware & Software May - 2003
PG Diploma in Data Science with AI - Aug 2020 - till date

Computer Qualifications

Operating System : Windows 2000/7/10,XP,NT4.0,95/98
Languages : R programming, python, c++,HTML,coreldraw
Tool: Ms-Office, CRM Software, Salesbabu,

KEY SKILLS

Negotiation ,Convincing skills	Client Management, Team commitment.	Good communication, planning and organizational skills.	Energetic & Team Builder.
Self-motivator and the ability to motivate others.	Relationship architect, corporate sector builder.	Practical-Good Organization skill.	Servicing Distributors & Dealers
Customer Profitability.	Facilitate in identifying & appointing new distributors.	Managing the existing key accounts	
Procurement.	Train the Distributors Sales Team	Strategic Planning & Implementation.	

Personal Details

Date of Birth : 17TH Sep 1977.
Languages : English, Hindi, Marathi, Gujarati & Konkani.
Nationality : Indian.
Contact Details : **8169477409 / 9820964428**
Marital Status : Married.
Hobbies : Playing sports like football, cricket, and etc. Visiting historical, nature rich. Destinations. Reading books, Arrangement for events and functions, internet.

