

**RAHUL GAUR**

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**SUMMARY OF QUALIFICATIONS**

Business Planning, Business Solutions, Technology Solutions Designing, Scalable Data Processing Architecture and Analytics solution. Building and Maintaining C Level Relationships Structuring multi-faceted Off-shoring / Outsourcing and On-shoring Deals Business Prospecting, Client Acquisition & Retention, Relationship Management, Key Account Management Business Operations Management, People Management, Delivery Management, Recruitment, Team Management

**Industry Knowledge**

Strategic Planning  
Account Management  
Business Development  
Project Planning  
Requirements Analysis  
Vendor Management  
Technical Documentation  
Business Process Management  
Business Strategy  
Technical Analysis  
Contract Recruitment  
SDLC  
Android Development  
iOS Development

Management (CRM)  
Marketing Strategy  
International Business  
Customer Relationship

**Tools & Technologies**

Microsoft SQL Server  
MySQL  
SQL  
Oracle  
JavaScript  
.NET  
Java  
Java Enterprise Edition  
mongo dB

**Interpersonal Skills**

Team Leadership

Team Management  
Teamwork  
Client Development

**Other Skills**

Technical Architecture  
Salesforce.com Consulting  
Business Solutions  
Development  
Software Analysis  
Salesforce.com Development  
Salesforce.com  
Implementation  
Professional Communication

**Work Experience:****Influential IT Solutions**

**Title:** Business Head and Solution Architect

**Dates Employed:** Jan 2019 – Present

**Employment Duration:** 1 year and 9 months

**Location:**

**Responsibilities:**

- Business Planning, Business Solutions, Technology Solutions Designing scalable data processing architecture and analytics solution.
- Building and Maintaining C Level relationships
- Structuring multi-faceted Off-shoring / Outsourcing and On-shoring Deals

- Business Prospecting, Client Acquisition & Retention, Relationship Management, Key Account Management
- Staff Augmentation, Operations Management, Delivery Management, Recruitment, Delivery Quality management
- Sales funnel and P& L Management.

### **Mobilyte Inc.**

**Title:** Business Unit Head and Business Solution Architect

**Dates Employed:** Jan 2018 – Dec 2018

**Location:** Mohali, Punjab

#### **Responsibilities:**

- Business Planning, Business Solutions, Technology Solutions Designing scalable data processing architecture and analytics solution.
- Building and Maintaining C Level relationships
- Structuring multi-faceted Off-shoring / Outsourcing and On-shoring Deals
- Business Prospecting, Client Acquisition & Retention, Relationship Management, Key Account Management
- Staff Augmentation, Operations Management, Delivery Management, Recruitment, Delivery Quality management

### **Mobilyte Inc.**

**Title:** Account Manager and Business Solution Architect

**Dates Employed:** Feb 2016 – Jan 2018

**Employment Duration:** 2 years

**Location:** Mohali, Punjab

#### **Responsibilities as Business Solution Architect:**

- Responsible for providing technical leadership to medium size/complexity/order-value enterprise scale projects/solutions.
- Responsible for defining and documenting architecture, capturing and documenting non-functional (architectural) requirements, preparing estimates and defining technical solutions.
- Responsible for designing scalable data processing architecture and analytics solution.
- Report on progress of customer as business objectives; Ensure plan execution by Partners.
- Document and share technical best practices.
- Nurture adoption of business process and monitor adoption to identify gaps and deviations.
- Design mitigation activities required to close gaps and improve adoption.
- Cultivate and disseminate knowledge of application business process best practices and standards as well as knowledge of relevant local variations due to customer, legal or business mandates.

#### **Responsibilities as Account Manager:**

- Operating as the lead point of contact for any and all matters specific to your customers.
- Build and maintain strong, long-lasting customer relationships.
- Negotiate contracts and close agreements to maximize profit.

- Develop a trusted advisor relationship with key accounts, customer stakeholders and executive sponsors.
- Ensure the timely and successful delivery of our solutions according to customer needs and objectives.
- Communicate clearly the progress of monthly/quarterly initiatives to internal and external stakeholders.
- Develop new business with existing clients and/or identify areas of improvement to exceed sales quotas.
- Forecast and track key account metrics (e.g. quarterly sales results and annual forecasts)
- Prepare reports on account status.
- Identify and grow opportunities within territory and collaborate with sales teams to ensure growth attainment.

## **Mobilyte Inc.**

### **Professional Service and Business Development Manager**

**Dates Employed:** Jan 2014 – Feb 2016

**Employment Duration:** 2 years 1 month

**Location:** Panchkula, Haryana

#### **Responsibilities:**

- Well experienced business development professional in the IT domain, responsible for managing key accounts across Salesforce Development, Mobile Application Development, Web development, Software Testing/QA, Staff Augmentation
- Strong exposure in Project Management and Project allocation among the team and assigning resource
- Team handling
- Take ownership and prepare prompt and precise responses to RFP/ NDA
- Communicating with the overseas clients on the daily basis, responsible for handling their projects and providing updates – Project Management
- Knowledge about all the platforms like Salesforce development, Apex, App Exchange, Visual force, HTML/CSS/Photoshop, PHP/ MVC (Code igniter, cake PHP, Yii), Mobile Applications (iPhone & Android), Dynamic CRM, Java, Node JS, Angular JS, SQL/SQL server. Mongo DB, Heroku, ASP.net, Big Data, Hadoop
- Responsible for procuring challenging Business for the organization on consistent basis
- Responsible for the successful execution of the project from start to finish
- Handling bidding on various channels, analyzing the projects, project follow ups on both the Website designing/development as well as on SEO, iPhone, Android, Windows
- Managing activities pertaining to budgeting and forecasting.
- Preparing sales related reports including daily reports, weekly reports, sales projection report, monthly sales plan

## **Appco Group India**

**Title:** Sales Executive "Mall Event Host"

**Dates Employed:** Dec 2012 to Dec 2013

**Employment Duration:** 1 Year

**Location:** Mumbai

**Job Responsibilities:**

- Hosting Mall Events.
- Customer Interaction
- Product Sales (Sony, BMW).
- Charity fund Raising for NGO'
- Customer Attraction
- Customer engagement
- Sales target management

**NICET**

**Title:** Java Developer/ Trainer

**Date Employed:** Feb 2012 to September 2012

**Employment Duration:** 8 Months

**Location:** Chandigarh

**Job Responsibilities:**

- Collage project development
- Training students in java J2SE, J2EE, C++

**Education:**

- 10th CBSE Board CHD 2008 pass out
- Polytechnic Diploma in Computer Science and Engg. from PSBTE 2008-2011
- BCA IGNOU 2012- 2014

**Client Recommendations:****Alexander Wunschel**

Audiophiler Digital-Marketer | Podcast-Host & Producer since 2005

January 30, 2018, Alexander was a client of Rahul'

Description:

Rahul und sein Team haben uns bei einem IT-Projekt unterstützt. Perfekt, waren super zufrieden mit Projektmanagement, Coding und Kreativität bei der Umsetzung! Thx, Rahul!

**Christoph Friedrich**

Co-Founder at LocalPros

January 25, 2018, Christoph was a client of Rahul's

Description:

Rahul is a great project manager, because he has a very broad technological knowledge, that helps him to analyse the project requirements and enables him to organise the development process. Rahul is very good in bringing the right people together and managing teams.

It is fun to work together with Rahul, because he is so solution and customer oriented.

**Kobe Vanhaeren**

Co-Founder and GIS-Architect at Horizontal Cities, Lda

January 22, 2018, Kobe was a client of Rahul's

Description:

I have been working with Rahul on the development of our routing platform.

Rahul is enthusiastic, driven and very available to help translate concepts into technological solutions. He has shown to be of great value for quick R&D questions and analyzing technical limitations.

I will definitely keep on working with him.

**Anna Müller**

Key-Account-Manager bei Grammer AG

January 18, 2018, Anna was a client of Rahul's

Description:

Rahul is extremely customer focused, has strong analytical skills, is very experienced in software development and an expert in project management. It is a pleasure working with him and bringing ideas to life.

**Firas Mohamed Osman**

January 18, 2018, Firas was a client of Rahul's

Description:

Rahul is the very definition of professionalism. Get your project planned out as per your guidelines and directions. I only wish I had met Mr Gaur earlier.

A+++