



VICTOR J. PERUMALLA

Asst. Director – Enterprise Business (Telecom)

EDUCATION

MBA (Gold Medalist)

*Information Management
JBIMS – Mumbai
2010 - 2013*

B.E (Electronics)

*TSEC – Mumbai University
1998 - 2001*

EXPERTISE

Proposal Curation


New Business Models


Telecom Entities


Creative Writing


Web Designing

CONTACT

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PROFESSIONAL PROFILE

Electronics Engineer (B.E), with a Master's Degree in Information Management, offering more than 12 years of credible experience in various domains viz. Enterprise Business sales, Core Telecom, IT and Academics through concept, knowledge and qualification. Goal oriented and equipped with experience in Engineering and Management with skills in improving services and products. Problem solving with good analytical ability in addition to helping and mentoring others.

EMPLOYMENT HISTORY

Bharat Sanchar Nigam Ltd. | July 2017 - present

Asst. Director – Enterprise Business (Telecom Sales)

- Gained business to an annual tune of INR 15 Cr.
- Devised new Business models exceeding INR 225 Cr in valuation
- Dealt in Enterprise Telecom products
- Practical knowledge in Transmission, Networking, MPLS/ILL etc.
- Expertise in “Turn Key” projects

Bharat Sanchar Nigam Ltd. | 2009 - 2017

Jr. Telecom Officer (IT)

- Knowledge of WAN and MAN networks
- Upkeep of Transmission systems
- Maintenance of Internet leased line and MPLS networks
- PHP and MySQL
- Web Designing using HTML/CSS
- Experience in WordPress

Bharat Sanchar Nigam Ltd. | 2006 - 2009

Jr. Telecom Officer (Group)

- Handled Telephone Exchanges and BTSs

SKILLS



MS
OFFICE



CATALYST



TEAM
MGMT



PHP
MYSQL



WORD
PRESS



PRESENTER

ACHIEVEMENTS

INDUSTRY RECOGNITION

Appreciation in field of IT

ENTREPRENEUR EVENT

Participated in "BizOrion"

ACADEMIC

Gold Medalist in MBA

Certificate of Excellence in MBA

First in "Robotics" – B.E

TRAITS

ENTREPRENEURIAL

CREATIVE

DEDICATED

METICULOUS

INTERESTS



EMPLOYMENT HISTORY (CONTINUED)

Thadomal Shahani Engg. College | 2003 - 2006

Lecturer (Electronics & Telecom)

- Taught "Robotics" at under graduate level – Final year
- Appointed Training and Placement Officer in 2004
- Surpassed 100% placements
- Great rapport with corporates and students alike.

Aeromec Industries | 2001 - 2003

Research Engineer

- Worked in the field of "Ultrasonics"
- Partnered with team from IIT Mumbai

VARIED PURSUITS

FREELANCE

- Creative Writing
- Authoring Articles
- Synopsis of Books
- Website Curation
- Content Designing

ADVOCACY

- Business Proposals
- Aiding Advocates in the field of Law
- Drafting Commercials

MENTORING

- Guest Lectures on Telecom, IT
- Mentoring UG & PG students
- Project Guide for M.Tech students

PERSONAL DETAILS

- Date of Birth: 03rd March' 1980
- Languages Known: English, Hindi, Marathi and Telugu
- Indian Male