

Mr. Jitendra Hariramani

CEO

Trafitek Solutions

- Enterprising professional engineer with over 30 years of rich experience across a range of management & operations of Information & Communication Technology (ICT) Master System Integration Business.
- Experience of sphere heading key business functions in well recognized organizations & getting them recognized at highest levels – Ashoka Buildcon Ltd, Larsen & Toubro Ltd, AGC Networks Ltd.
- Expertise in Techno-Commercial Functions, Tendering, Operations, Sales & Marketing, Business Development, Key Account Management and Project Management, with in-depth knowledge of Smart City, Electronic Security, Smart Meters & Information Communication Technology large size projects acquisition & execution.
- Coordinated with well-known organizations and worked on whopping business portfolios.
- Comprehensive experience in creating business development procedures, dealer and service standards, operational policies and guidelines within the set parameters.
- Highly skilled in developing relationships with key decision-makers in target organizations for revenue.
- Proven track record for turnaround of underperforming processes, set-up of new business and strengthening of client relationships.
- Possess excellent interpersonal, communication and organizational skills with proven capabilities in training & development, customer relationship management and strategic planning.
- Hands on experience of acquiring & successfully completing the largest Safe City Projects, Maximum number of Smart City projects having Advanced Traffic Management System, Data Centres and other critical large size ICT projects in India.