

MA_PA_03_IT Sales

Objectives: To effectively utilize my skills in the field of Business Development, Sales, Management & Market Research for the development of my skills & for the company in which I am working.

PROFESSIONAL SNAP:

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| • Denave India Pvt. Ltd | Tele Partner Account Manager | November 2019 to Present |
| • NetCom Learning India Pvt. Ltd. | Sr. Inside Sales Representative | March 2019 to Oct. 2019 |
| • OMICS International Pvt. Ltd. | Sr. Program Coordinator | Jul 2017 to February 2019 |

CORE ABILITIES:

- Business Development & Customer Relation Management Tools for Software & IT Sales.
- International & Domestic Sales, B2B, B2C & Tell. Sales.
- Generating leads and revenue for Trimble Incorporation Software, Microsoft, Cisco, Autodesk, CompTIA, PMI & other IT related software, trainings and certifications.
- Help drive new software solutions sales activities with top customers and prospects, modeling best practice selling methodologies to help create and close new enterprise solutions opportunities.
- Penetrating Companies & Closing sales process by developing deep, strategic C-Level relationships.
- International Conference, Exhibitors, Media Partnership, Webinar, Seminar & Sponsorship Management.

JOB ROLE- Denave India Pvt Ltd.:

- Managing various accounts across PAN India and provide Trimble software-Tekla solutions software for detailing, designing, Architecture and alignment planning software for Vertical and Linear Infrastructure Projects.
- Grow relationships with assigned partners through calls and Quarterly Business Reviews
- Identifies business opportunities by identifying prospects and evaluating their position in the industry; researching and analyzing sales options.
- Develop revenue opportunities through a variety of lead generation activities including cold-calling and marketing lead programs.
- Manage and develop new software solution sales to assigned customer base.
- Develop, manage & progress pipeline revenue by through sales cycle management strategy.

- Work closely with the sales team and fixing the appointments for them and helping them with the requirements and help them to close the deal.
- Managing Database by using CRM Tools .

JOB ROLE- NetCom Learning India Pvt. Ltd.:

- Identifying the potential clients and generating leads by using BANTC strategy (Budget, Authority, Need, Time frame, Competition).
- Closing the sales deals by contacting the decision makers and key people (C-level) of the company.
- Generating opportunities and revenue for the company as well as for our vendors like- Microsoft, Cisco, CompTIA, Autodesk, PMI and others.
- Doing cold calls for lead generation and sales process by using WIFM Strategy.
- Expand and explore the business opportunities by calling on different campaign (like- federal, Goldmines, Vendors) according to the business strategic plans.

JOB ROLE- OMICS International:

- Management of Conference Program including designing and scheduling of Conference Program including Scientific Sessions, Communication with Scientific Committee and Inviting Speakers, Delegates, Sponsors, Exhibitors & Media partners.
- Primary and Secondary Research on Medical, Engineering & Business-Related Field.
- Lead Generation, Data Management for the Scientific Publications and Scientific Conferences, follow up on leads and Referrals, Maintain and expand the database of contacts within targeted organizations & Target Audience.
- Pitching for Sales: Appointments, Proposals, Cold Calls, and Mails. (B2B & B2C)

Certifications:

- AWS foundation: AWS cloud Essential
- EC2 Foundation: Introduction to Elastic Computing

EDUCATIONAL QUALIFICATIONS:

QUALIFICATION	PERCENTAGE	YEAR
B.Tech.	68%	2013-17
Intermediate	70%	2012
High School	68%	2010