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Summary

Experienced and dedicated Consultant with over 5+ years of experience helping clients to meet and exceed business goals. Bringing forth proven expertise in guiding business operations, management, strategy, and profitability. Experienced in Consultation, Sales and IT Solutions. Adept in dealing with complex issues and challenges, advising clients in a way that enhances Server performance.

Experience

Solutions Consultant

Mother's Technology Services

May 2023 - Present (7 months)

- Develop and execute sales strategies to drive revenue growth for cloud services, identifying and prospecting potential clients.
- Build and maintain strong relationships with clients, serving as the main point of contact, understanding their business needs, and providing ongoing support.
- Conduct product presentations and demonstrations, showcasing the value of cloud solutions and addressing client inquiries.
- Collaborate with cross-functional teams to develop tailored proposals, negotiate sales deals, and ensure customer satisfaction.
- Track and report sales activities, client usage, and performance metrics to management, while staying updated on industry trends and competitors' offerings.
- Identify upselling and cross-selling opportunities, renew contracts, and negotiate terms to drive revenue growth and ensure client retention.

Senior Cloud Consultant

Unthinkable Solutions

Aug 2022 - May 2023 (10 months)

- Helping to define Cloud technology roadmaps and solutions.
- Bring innovative ideas and enthusiasm to the project team while identifying new business opportunities.
- Lead and contribute to presentations and discussions in customer workshops, providing solutions and technical expertise.
- Responsible for full sales cycle from prospecting, discovery, education and thought leadership, solution proposing, negotiating, closing and working closely with the implementation teams to deliver the solution.

Cloud Consultant

AppSquadz

Jun 2021 - Jul 2022 (1 year 2 months)

- Providing End to End cloud solutions in AWS - Platform as a Service (PaaS) and infrastructure as a Service (IaaS).
- Guiding in Implementation, growth, plan, adoption, compliance to enterprise architecture strategies, processes, and standards.
- Bring innovative ideas and enthusiasm to the project team while identifying new business opportunities.
- Building and applying technical, industry, and functional knowledge to support efforts in selling opportunities to both existing and new clients.
- Foster an ongoing relationship with clients and providers through a continued support service.



Consultant

AdMark Digital Media

Jun 2020 - May 2021 (1 year)

- Consult with users, administrators, and engineers to identify business and technical requirements for proposed technology purchases.
- Developed and executed marketing programs and general business solutions resulting in increased company exposure, customer traffic, and sales.
- Use sales forecasting or strategic planning to ensure the sale and profitability of products, lines, or services, analyze business developments, and monitor market trends.
- Worked closely with all product development departments to create and maintain marketing materials for sales presentations and client meetings.



Technical Sales Representative

Wipro

Dec 2016 - Mar 2018 (1 year 4 months)

- Generated Leads.
- Solved queries of potential customers and gave pitch presentations of our products and services to our clients.
- Maintained records of contacts, accounts, and orders.
- Monitored customer preferences to determine the focus of sales.
- Conferencing with potential customers regarding component needs and advising customers on types of Components.

Education



Galgotias University

Master of Business Administration - MBA, Marketing and Business Analytics

2018 - 2020



RBGI - Rayat Bahra Group of Institutes

BCA, Information Technology

2012 - 2015

Licenses & Certifications



Google Garage Certificate - Google

GDQ 4BV B33



AWS Partner: Accreditation (Technical) - Amazon Web Services (AWS)



AWS Partner: Accreditation (Business) - Amazon Web Services (AWS)



Google Cloud Sales Credential - Google

Issued Jan 2023 - Expires Jan 2025

140133697



AWS Learning: Cloud Essentials - Amazon Web Services (AWS)

E-05WKR9



AWS Certified Cloud Practitioner - Amazon Web Services (AWS)

Issued Nov 2023 - Expires Nov 2026

BSHTKC7KX2QE1WC9

Skills

Technology Consulting • New Customer Acquisitions • Enterprise Technology Sales • Skill Development
• IT Infrastructure Management • Revenue Generation • Key Accounts • Client Relations • Business
Reviews • Business Growth