

**PERSONAL DATA**

**Gulfjobseeker.com CV No:** **9582**

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To get contact details of this candidates

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<http://www.gulfjobseeker.com/feedback/submit_fb.php>

Nationality Indian

Date of birth 04/06/1989

**PERSONAL SUMMARY**

**BUSINESS DEVELOPMENT**

A capable, results orientated **IT Professional** with **2 Years and 9 months of experience** in leading high performance teams and of successfully increasing efficiency and productivity in **Business Development.** Ability to keep a level head at all times, nurtures and grow a business, evaluate opportunities and risks and also deliver innovative new solutions to challenges. Possessing excellent client facing and configuration skills and highly successful in helping define company direction, achieving goals and optimizing business.

**PROFESSIONAL** **EXPERIENCE**

Date October 2013 to Present

Company Nexussoft Technologies, India

Designation- **Business Development Manager**

Roles

* Monitoring and analyzing market trends
  + - * Studying competitors' products and services
      * Exploring ways of improving existing products and services, and increasing profitability
      * Identifying target markets and developing strategies to communicate with them.

Date October 2011 to October 2013

Company TECHNOLOGY ASSOCIATES LTD, Uganda

Designation- **Business Development Executive** focusing on Key Accounts of organization responsible for driving SMB solutions across E. Africa Region.

Role- Responsible for Managing Key Accounts Across Corporate, Telecom, Financial, Govt. Responsibility includes conducting Hands-on technology enabling to Key customers through POC, Presentation & Demo’s. Working closely with teams for solution designing. & collaboratively with Solution Architect for preparing appropriate response to RFQ / RFP and facilitate the Business process, resulting in successful wins.

**PROFESSIONAL** **EDUCATION**

**MBA in Information Systems Management** (2011-13) with C Grade

Sikkim Manipal University

**B Tech Computer Science and Engineering** (2007-11) with 70.2%

Pondicherry University-India

**CERTIFICATIONS**

* **ORACLE CERTIFICATIONS**

Oracle 11G R2 Certified Sales Specialist

Oracle Sun Flash Storage Certified Sales Specialist

Oracle SPARC Super Cluster T4-4 Sales Specialist

* **HP CERTIFICATE**

Certificate for completing course for Selling HP SMB Solutions

* **KASPERSKY CERTIFICATE**

Kaspersky Certified Business Executive

* **CAMBRIDGE CERTIFICATE**

Certificate for learning LANGUAGE IN USE published by CAMBRIDGE UNIVERSITY

**Declaration**  All the Information provided are True and to the best of my Knowledge.