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**Ibrahim**

**BUSINESS DEVELOPMENT – IT**

**SERVICES AND PRODUCTS**

Ibrahim.384053@2freemail.com

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**EXPERIENCE**

**AXL Techno Systems**

April 2017 – July 2018

**PROFILE SNAPSHOT:**

Sales professional with more than 3 year of experience in cold calling, strategic selling, market research, Lead generation and identifying new geographies with demonstrated history of working in the information technology & services industry.

**Executive – Senior Business Development**

* Manage full life cycle of the sales process from prospecting to closure of account through cold calling.
* Responsible for end to end sales cycle from Qualification to closure and Win/Loss Analysis
* Responsible for end to end Proposal preparation - RFP’s with specific deadlines.
* Preparing response to RFP/ RFI on the requirements received from the prospects on various Infrastructure & Cloud modules
* End to end services covering implementation, support, up gradation and customizations for Infrastructure Management software such as ScienceLogic,

SolarWinds, ConnectWise etc…

* Wide range of business solution across domains and vertical from IT infrastructure.
* Interacting with Subject Matter Experts (SME) and Infrastructure Solution Architects for preparing the response documents
* Anchoring customer calls for requirement gathering and service demonstrations
* Organizing internal teams to work on specific demo scripts, if any, given by the prospects
* Collaboration with OEM account executive for solution discussion and OEM product demonstration
* Creating functional/ business power point presentations for customer demonstrations
* Interacting with solution partners in the case of a consortium, frequently following-up for product and other corporate information to prepare the RFP response
* Interacting with internal stakeholder to customize MSA if requested by client.



**KRYPTOS**

**TECHNOLOGIES**

May 2016–Apr 2017

**Executive – Lead Generation**

* Generating leads and making calls from the US region.
* Determine client requirements and expectations.
* Responsible for creating prospective clients by taking first-level calls, identifying opportunities and qualifying the business opportunity in US Market
* Identifying Key Decision Makers(C-Level & V-Level, Directors) people from Global 2000 and SME companies in US.
* Performing secondary research activities including company profile analysis, industry analysis with right prospect / client information
* Touch- base with potential customers, Opportunity sizing and further taking to the next level of discussion.
* Account management- work on existing account to get new business.
* Follow up for commercial discussion to close the deal, once the technical discussion is over.
* Responsible for managing, marketing and promoting the service we provide through, all social media pages.
* Worked with subject matter experts to draft and manage the process of statement of work and contract creation and responsible to receive sign off from customer.

**WORLDNXT**

**INFOMEDIA PVT LTD**

Feb 2015–Apr 2016

**EDUCATION**

**Executive – Lead Generation**

* Primary sourcing analyst and quality analyst
* Independent Lead Generation, Value proposition positioning, warm handovers to sales team
* Data profiling, verifying email and email campaign.
* Seeking out and identifying new business opportunities.
* Develops sales opportunity and assists in developing the pipeline for future sales activity through daily interactions with customers.

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| **B.E. (Electronics and** |  | **Thangavelu Engineering College** |  |
| **Instrumentation)** |  | Anna University |  |
| 2010 - 2014 |  | 6.5 (CGPA scale: 10) |  |
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| **Higher Secondary** |  | **JGN National Higher Secondary School** |  |
| 2008 - 2010 | 74% |  |
| **Secondary School** |  |
| 2008 | 86% |  |
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**SKILLS**

**Technical Skill Set**



**INTERPERSONAL SKILLS**

* CRM: Microsoft Dynamics CRM, ZOHO CRM, BPM Online.
* Office Tools MS Utilities, SharePoint.
* Business Development: Cold Calling Persistent Follow ups and Lead Generation through various medium. ( ZoomInfo, LinkedIn, Career Portal etc..)
* Felicitated and Closed deals in current organization.
* 2 Deals closed worth - $75,000 (SharePoint Migration and RIM monitoring support)
* Built revenue pipeline of USD 250,000 in a span of 6 months
* Always determined and possess “Never give up” attitude.
* Intense passion to deliver the best customer satisfaction service.
* Being innovative and sharing the best practices across teams to enhance consistency in performance.
* Good Analytical and problem solving skills.
* Collaborating with all cross functional teams within organization by extending the best support in achieving results.
* Self-motivated and possess tendency to resolve escalation/problems without the interference of supervisor.
* Effective communicator and presenter.
* Ability to understand new process/techniques and to effectively transfer the knowledge obtained to team members.
* Negotiating with customers on key parameters that profits the segment wise business of the organization.

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|  | Date of Birth | : October 19, 1992 |
|  | Gender | : Male |
|  | Mother Tongue | : Tamil |
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|  | Language Known | : English, Tamil. |
|  | Hobbies | : Travelling, Watching movies, Playing tennis ball |
|  |  | cricket. |