

PEEYUSH SRIVASTAVA

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Location: Ahmadabad

Availability:-Immediate Joining



ACCOUNT MANAGEMENT, NEW BUSINESS DEVELOPMENT, SOFTWARE SALES & IT CONSULTING SERVICES

Dedicated and result-driven individual putting 7+ years of experience in IT Technology Sales, Web Integration, Mobile Development (Android & iPhone), Consulting Business, Alliance & Channel Partner Management, Business Development & Sales Support with exceptional understanding of Account Management, IT ecosystem, Enterprise software sales & having good communication skills.

CORE COMPETENCIES

Client Service Management Key Account Management Brand Marketing Email-Marketing/Campaign Marketing Communication Sales Planning & Forecasting Lead Generation & Nurturing Market Research Analysis Business Research Strategic Alliance CRM	Business Analysis New Business Development Requirement Gathering RFP/RFI/RFQ Business Case studies Use Cases preparation Functional Documentation Stakeholder management Process Management Project Monitoring Quality Analysis	SWOT/PESTEL Analysis Gantt Chart & Critical Path Method Business Analysis Market Analytics Pricing Analytics Six sigma principles Data Analytics(Advance Excel) MS Office(Word,Excel,Ppt) Cloud Bases Software Sales Demand Generation
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EXPERIENCE SUMMARY

A1Brains InfoTech

Dec 2011 - Till Date

BDE (Sr. Business Development Executive)

Currently, I am working with A1Brains Infotech (**Sister Concern Company- HiddenBrains Pvt.Ltd**), Ahmadabad as a Sr. Business Development Executive.

Experienced in the field of International & Domestic Sales, , Business Development, Marketing, Direct-sales, Inside-Sales, Lead generation , Pre Sales ,Channel-sales, Partner Management, Account Management , Selling Software Services, solutions & Products, Maintaining CXO level Relationship, Team Handling, Staff Augmentation, Cloud Computing services, Managed services, Tele-Marketing, Market Research, Pre-Sales , Bid Management, Building Reports, formulating marketing Strategies, Plans & Budgets, customer relationship , create-execute Branding & promotion activities, making go to market plans, positioning products, creating strategic partnerships, Demand Generation , Identify growth opportunities from existing/new customers and service lines, Selling Offshore Development services & Getting Consulting & Software Application Development Projects.

Responsibilities

- Working closely with clients to analyze IT system requirements, clients information technology needs and their resources in order to plan IT projects and fulfill clients expectations.
- Online/Offline Meetings, Demos, Hiring Partners, Revenue collection, Sales closures, Technical discussions and Account Management to Australia, UK, USA, Europe , , Australia, New Zealand & APAC and Middle east countries..
- Strategy formation, Team handling , customer calls, Presentations, Demos, making ppts, writing RFPs, RFIs, case-studies, marketing-collaterals, Proposals , negotiation with client, closing the deal, Customer relationship Management & exploring International Markets. In touch with end to end sales cycle.
- Managing customer centric operation and customer satisfaction by achieving delivery timelines and service quality norms.
- Giving product/service presentation and requirement gathering & analysis.
- Analyzing and understanding internal and client business processes, determine and recommend solutions to meet business area objectives.
- Managing activities like negotiating / finalisation of deal for smooth execution of sales & order processing.
- Documentation & preparation of different MIS reports of sales for analysis and decision making.
- Creating Technical proposals, Cost proposals, Discovery Proposals, Business presentations, Case studies and other collaterals for respective Verticals.
- Market Analyses: Monitored competition by gathering current marketplace information on prices, products, new products, delivery schedules, merchandising techniques etc.
- Coordinate with legal team and closer on legal paper work such as NDA/MSA with customer.
- Brand management, Industry events participation & other marketing initiatives.
- Build long term Business relationships with customers.
- Preparing - Pricing models design, Work Order/Statement of Work (SOW) preparation.
- Effectively coordinating the team work within our organization right from requirements gathering phase to successful delivery of project.
- Doing a market analysis study on emerging technology such as IoT, block chain, RPA & AI in banking and financial landscape.

RELIGARE TECHNOLOGY LIMITED

SEP 2010 - Nov 2011

Technical Support Officer

My job involves providing customer support and the queries for resolution of technical problems related to modem Mblaze & Mbrowse launched by MTS Mobile.

ACADEMIA:

BACHELOR OF TECHNOLOGY (COMPUTER SCIENCE) 2005-2009

Institute of Engineering & Technology, BUNDELKHAND UNIVERSITY, Jhansi with an aggregate of 64%

S.No.	YEAR	PERCENTAGE
1.	FIRST	61.00%
2.	SECOND	63.32%
3.	THIRD	62.76%
4.	FOURTH	67.00%

S.No.	CERTIFICATE	CLASS	SCHOOL	BOARD	YEAR
1.	Senior Secondary	XII	St.Francis School Ramnagar Varanasi	ISC	2003
2.	Higher Secondary	X	St.Francis School Ramnagar Varanasi	ICSE	2001

Trainings:

- Done training of six months in "**NETWORK AND NETWORK SECURITY**" from Hughes. The training was on the Networking, Network Configuration and trouble shooting, Implementing and troubleshooting WI-FI network, Internet security, IP addressing, Routing and Routing protocols(RIP,BIGRP,OSPF etc) and many more things.
- Completed Four week's extensive summer training in "**SYSTEM ANALYSIS OF TRAINING REQUIREMENT ANALYSIS**" under MRS. SUSMA NAYAK from HINDALCO POWER PLANT RENUAGAR SONBHANDRA U.P. The training emphasized on study of basic structure of training management system working on .NET Platform.

Project Profile:

- Done a major project on "ONLINE RAILWAY RESERVATION" Based On .NET platform
- Successfully completed Mini projects "SNAKE GAME" based on Language C & "JAVA INSTANT MESSENGER" Based On Language JAVA.

Extra Curricular Activities:

- Participated in inter collage Badminton/Tennis championship.
- Participated in Lawn Tennis championship (Inter Academy).
- Active participation in Annual Technical & Cultural Fests organized at college and school levels.
- Has won several Dance Competitions at college and school levels.

DATE OF BIRTH : 02nd May, 1986
HOBBIES : Dancing, Cooking, Reading novels
REFERENCES : Available on Request
MARITAL STATUS : Married
PASSPORT NO. : Available on request

I declare that information provided above is true to best of my knowledge.

Date:

Place:

(PEEYUSH SRIVASTAVA)