



Hyderabad, Telangana



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#### OBJECTIVE

To acquire a position to utilize my skills and abilities, in an organization, that offers professional growth, while being resourceful, innovative and flexible. The most important goal of my career is to excel my abilities and to enrich my knowledge base.

## PRIYABRATA PATRA

### EXPERIENCE

7TH OF AUG'17 – till present

**Designation- Area sales manager**

**Organization- Redington India Limited**

**Territory- Pune & Rom (Aug 2017 –Dec 2019)**

#### **Key Responsibilities –**

- ❖ Involved in end to end sales for region aligned region
- ❖ Generating enquires and leads from market
- ❖ B2B sales & channel sales
- ❖ New partner creation while maintaining the existing partners
- ❖ Maintaining healthy relationship with vendors and partners
- ❖ Ensuring payment recovery on time
- ❖ Studying customer buying behavior and creditworthiness
- ❖ Maintaining market share
- ❖ Handles products like Acer consumer notebooks ,HP Printers , Canon Printers , Canon supplies and HP Supplies & Samsung LFD

**Territory -Bhubaneswar (Entire Odisha) (Jan2020-July2020)**

- ❖ Responsible for end to end sales and solution of Handled **Microsoft Azure & Office 365** for aligned region
- ❖ To position the product among the resellers & end customers majorly SMB's, Educational institutions and Hospitality Etc.

#### BRIEF OVERVIEW

- ✓ Cloud Sales Professional
- ✓ Proactive and enthusiastic towards work.
- ✓ Disciplined and punctual in working environment.
- ✓ Ability to segregate, prioritize tasks and take decisions accordingly.
- ✓ Flexible attitude and good at meeting deadlines.
- ✓ Negotiation skill
- ✓ Relationship – building
- ✓ Always eager to learn new skills

- ❖ Create need and sell Microsoft O365 Solutions to the customers which can enhance their productivity.
- ❖ Getting aligned with OEMs and resellers, maintaining healthy relationship with them.
- ❖ Conducting PRT's for Resellers and CRT's sessions for their End Customers
- ❖ Maintaining a client database and implement client outreach programs to generate recurring business from existing reseller.

#### **Territory- Hyderabad (AP & TS) (Aug 2020 – Currently Working)**

- ❖ Currently working as a Microsoft cloud **(Azure)** solution & sales professional for the aligned region
- ❖ Educating the Resellers and also conducting training for their workforce
- ❖ Generating leads, understanding the pain point of the customer and providing solutions to them.
- ❖ Building the BOQ and also preparing estimates using Azure calculator.
- ❖ Selling the managed services of Redington to resellers who don't have cloud competencies.
- ❖ Continuous evaluation of workload of existing customers and encourage them to add up more workload.
- ❖ Onboarding more resellers and also conducting joint GTM's with them to increase their customer count.
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## EDUCATION

### Schooling- 2010

- ❖ Deepika English Medium, Rourkela, Odisha

### Graduation-2015-(B.Com)

- ❖ Ispat Autonomous College, Sambalpur University

### Post-graduation Diploma in Management-2017 –(Marketing)

- ❖ AICTE Approved), from Indus Business Academy Greater Noida (IBA Greater Noida)

## CERTIFICATIONS

### Microsoft Certified: Azure Fundamentals (AZ-900)

### AWS Fundamentals: Going Cloud-Native (Coursera)

### AWS Fundamentals: Building Serverless Applications (Coursera)

## SUMMER INTERNSHIP

- ❖ **Organization:** IMRB International, New Delhi
- ❖ **Title:** Study of Unmet Needs Survey 2016 (Passenger cars)

- ❖ **Designation:** Summer Trainee
- ❖ **Duration:** 8 Weeks
- ❖ **Synopsis:** The main aim of the study was to understand the current and future trends in cars among Indian consumers in Delhi
- ❖ **Learning:** Key learning from this project was understanding the methods of research, data collection
- ❖ And data analysis.
- ❖ **Other projects:** Toyota Central Location Test, Nivea Customer Feedback.

### COMPUTER SKILLS

- ❖ Well versed with MS Office (Word, Excel, and PowerPoint)
- ❖ Well versed in using SAP application

### OTHER ACCOLADES

- ❖ Participated in Workshop on “Entrepreneurship and E-Commerce” held in IBA,2015
- ❖ Management Volunteer at “Confederation of Indian Industry”2015
- ❖ Joint - Secretary of cultural club at IBA

### HOBBIES

- ❖ Cooking
- ❖ Playing Cricket
- ❖ Listening music
- ❖ (Passion-Gym Rat)

### PERSONAL INFORMATIONS

**Date of Birth:** 10th of November, 1993

**Father's Name:** Mr. Balaram Patra

**Linguistic Skills:** English, Hindi, Odia, Bengali, Marathi

### REFERENCES

**Date:**

*(Priyabrata Patra)*