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D.O.B: 17th Aug, 1993

Prem chandu



OBJECTIVE

To get associated with the company, where I can utilize my skills and educational background to gain further expertise, and enhance the company's productivity and reputation.



CORE COMPETENCIES

Solution building, Market Research, Sales Forecasting, Business Development, Managing Leads, Proposal Writing, RFP/RFI Responses, Industry Analysis, SWOT Analysis, Risk Management, Bid Management, Team Management, Strategic Management, Product Management, Project Management, Six Sigma, Information Technology & Telecom industry, Communication



EXPERIENCE

Area Sales Manager | Compuage Infocom Ltd; Hyderabad

01/09/2020 – Present

(Presently working)

- Handling sales for **Microsoft Azure & Acronis** cloud business in Telangana and Andhra Pradesh States.
- Prospecting for new accounts that provide Cloud Services across all verticals. Engage in business discussions with the partners to understand their business environment, requirements and issues.
- Reaching monthly and quarterly targets. Monitoring sales team performance, analyzing sales data, gaps, periodical forecasting and reporting to zonal heads.
- Build Cloud roadmap for the organization and suggest appropriate solutions in consultation with pre-sales / technical team and cloud adoption.
- Planning & Strategizing marketing activities with the Marketing and Channel teams for the end users and channels.

Pre Sales & Bid Management Executive | Pert Telecom Solutions Pvt Ltd; Gurugram

01/04/2019 – 31/08/2020

(16 Months)

- Planning of Sales Strategies, the positioning in contrast to the competitors and demonstration of business.
- Working with sales management to fully qualify and manage the pre-sales/proof of concept/Value Engagements.
- Market research to find out new prospect customers and Product presentations to existing and new customers.
- Creating the solution and proposal ensuring compliance with customer requirements highlighting the company value proposition.
- Creating sales funnel and sharing with various stakeholders on regular basis.
- Taking care of End to End Bid management, Documentation, Compliance, Meetings with OEMs in response to request for proposal (RFPs) from customers.

Intern | Minfy Technologies Pvt Ltd; Hyderabad

01/04/2018 – 01/06/2018

(02 MONTHS)

Project Title: Business networking with prospective clients via effective marketing tactics and multi-channel approach.

Role: Sales & Business development

- Prospecting and sourcing of new clients to pitch AWS products through cold calling, client meetings and promoting business online.
- Increasing sales through lead generation, marketing and corporate strategies.
- Creating presentations and writing market reports.
- Conduct Market research and company research regarding a specific industry or company, including market trends/opportunities, technology description, competitive landscape etc.
- Finding ways to expand product and services, evaluating business strengths and weakness, assessing reasons for any losses.

Assistant Business Developer | Lavenir Technologies; Bangalore

01/05/2016 – 29/05/2017

(13 MONTHS)

- Market research to identify new business opportunities-including new markets, growth areas, trends, customers, products and services for improving sales & client base.
- Generate leads and cold calling prospective customers, appointment setup and closing deals.
- Understanding the needs of customer and communicating new product developments to them.
- Collaborating with sales and account teams to ensure requirements are met, such as sales numbers and profit goals.
- Monitor market conditions, product innovations, and competitors' products, prices, and sales
- Providing inferences of the data collected from the above step in daily, monthly and pipeline reports to the management.



Research Project

Project Title: Digital Transformation in Non-Banking Financial institutions.

- Understanding the basic functionalities of NBFIs by a comprehensive study including gap analysis and current scenario.
- Identifying the areas in NBFCs which require Digital transformation e.g. Digital lending, Digital mortgage, Social media based credit rating etc.
- Introducing Digital Transformation approaches to enhance the pertaining areas of NBFC Sector.



Projects undertaken

- RFID based truck tracking system in Ranchi based coal mines using Internet of Things (IOT) Technology.
- Selection of System Integrator for Madhya Pradesh Dial-100 Project Phase-II (2020-2025) On Turnkey Basis.
- Design, Supply, Installation, Commissioning and Services for Early Warning Dissemination System for Coastal districts of Maharashtra, Gujarat, West Bengal under NCRMP-II, Karnataka under NCRMP for Last Mile Connectivity.
- Master system Integrator for the Implementation of Integrated & Command Control Center and E-Governance based Smart City Solution at Bihar Sharif (Bihar) , Saharanpur City(Uttar Pradesh) and Surat (Gujarat).

- Selection of Service provider for Design, Implementation and Maintenance of Bengaluru Safe City Project for Bengaluru City police.
- One Time Purchase of Network Activity / Behavior Analysis Security Solution using Artificial Intelligence & Machine Learning on behalf of Haryana Police.
- Planning, Engineering, Supply, Installation, Testing, Commissioning & Annual Maintenance of Location Based System and its Integration with LIS System and Central Monitoring System(CMS) for BSNL 2G/3G/4G net in North, East, South & West Zones.
- Selection of Service provider for providing Emergency Response Services (108) across Andhra Pradesh.
- Supply, Delivery, Installation, Testing and Commissioning of SIM Locator for CBI Nepal.
- Design, Supply and Acquisition of Traffic volume control platform, operator revenues and Money Mobile Services for Republic of Congo.



EDUCATION

MBA- Marketing & Finance | Symbiosis International (Deemed University)

Year – 2019 | Pune, Maharashtra

B. Tech- ECE | Jawaharlal Nehru Technological University

Year – 2016 | Kakinada, Andhra Pradesh



SKILLS

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|---|--|----------------------------|
| • Microsoft 365, Azure & Acronis cloud sales Certifications | Strong Leadership Skills | • Good Logical thinking |
| • MS Office Suite | • Good Managerial Skills | • Good Analytical Thinking |
| • Microsoft Visio | • Worked on Government E-procurement portals for Online Bid submissions. | |
| • C programming | | |
| • Digital Marketing & Risk Management certifications | | |
| • Lean Six Sigma, ITIL, BSNL & GDPR Trainings | | |



EXTRA-CURRICULAR & SPECIAL ACHIEVEMENTS

- Received Certificate of Recognition from Minfy Technologies for outstanding performance during the Summer Internship in 2018.
- Worked as an active member of a college-based social-technical group for three years (2012-2015). Where we organized and managed various events such as SUNRISE 2K14, etc.
- Received Certificate of Appreciation for achieving state rank 10 and district rank 4 in State/National Level Talent test held on 07/01/2007 by VISWABHARATHY FOUNDATION.
- Received Certificate of appreciable performance in 17th Inter State Mathematics Competition Test held on 31-12-2006 in Class 9th.
- Certificate for dance participation in Aarambah cultural event during 2nd year MBA in year 2018.