

# ASHOK DAS

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## SUPERVISOR – LINUX PARTNER BUSINESS OPERATIONS

*Partner Management & Consulting Specialist*

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Over 6+ years of experience in driving **Linux & Virtualization Partner Business operations** for Oracle. Highly competitive, passionate, persuasive and articulate, able to achieve results others believed to be impossible. ***Experienced in Channel sales consulting and operations, partner solution implementation and Global partner engagement.***

Demonstrated success record in:

- **Distilling value, overcoming objections** and securing hard with the sales team to close deals.
- **Experienced with both indirect , direct and ISV sales & consulting** strategies for GBU.
- **Motivating staff and mentoring** to peak performance levels.
- **Designing and setting up of the process work flow for GBU.**

## CORE COMPETENCIES

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|----------------------------|--|-----------------------------|
| • Certified Scrum Master   | • SQL/PL SQL Certified                         | • Indirect Transaction Lead |
| • Sales Data Analysis      | • Competitive/Strategic Planning               | • CPQ Quoting               |
| • Partner Sales Consulting | • Certified Oracle Linux 6 Presales Specialist |                             |
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## HIGHLIGHTED CAREER ACHIEVEMENTS

- Key role in closing Oracle Linux expansion plus upgrade with **CCC Information** valued at \$204,116.78 ACV, driving indirect transaction between Oracle and Vast IT.
  - Part of winning team for **Claro Brazil** transaction adopting k-splice as default security tool for their Linux environment.
  - **Mentoring, Coaching and Training - Within** two years, have trained all the GBU reps.
  - **Partner Transaction Reporting Tool** – Deployed the PTC reporting tool which tracks the indirect deals processed by the reps.
  - **Process Documents** – Designed , developed and established PTC process work flow document for individual GBU's.
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## PROFESSIONAL EXPERIENCE

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Oracle India Private Ltd, Bangalore  
***SUPERVISOR – Linux Partner Business Operations***

Jan 2016 – Present

- Define and drive a programmatic pre-sales consulting engagement approach into target accounts and territories.
- Support and develop existing customer and partner relationships and skills.

- Complete the technical requirement for request for information (RFI) and request for proposal (RFP).
- Help drive sales opportunities to successful completion.
- Worked along with sales team to gather requirement from the prospective customers and build a detailed scope of work document and presentations.
- Collaboration with Oracle partners and VAD in accelerating channel sales globally.
- Translate customer requirements and IT strategies into deliverable solutions and transformation plans.
- Design and participate in technology pilot projects or Proof of Value (POV) activities alongside our customers and partners.
- Define value propositions, positioning and differentiation to competitor's solutions in addressing customer pain points.
- Develop and deliver high quality standard Oracle presentations and demonstrations.
- Present and articulate advanced product features and benefits, product future direction and overall Oracle solutions.

**Nalashaa Solutions, Bangalore**  
*Business Consultant*

**June 2015 – Dec 2015**

- Contacting clients to inform them about new developments with the company's products and services.
- Quickly accelerated through the leads based on proven campaign management, sales-team leadership, strategic planning and new market development skills.
- Focused on Migration, implementation and upgrade of Microsoft Dynamics CRM.
- Building pipeline and close deals based on customer requirement.
- Performing effective online demos to prospects.
- Sourcing new sales opportunities through inbound lead follow-up and outbound cold calls and emails.

**Amazon Development Centre , Bangalore**  
*Product Compliance Associate*

**June 2014 – June 2015**

- SME and product specialist for the retail business services.

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## EDUCATION

**Bachelor's in Information Science and Engineering, CMRIT (VTU)**  
**Post Graduation Diploma in Cybersecurity, Annamalai University ( Pursuing)**

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## REFERENCE

**Saleem Haque** - Vice President, Oracle Linux & Virtualization

**Mickey Bharat** - Senior Director, Worldwide Embedded Sales, Oracle Linux & Virtualization

Linkedin : <http://www.linkedin.com/in/dasashok>