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|  | Tripti kumari  PROJECT MANAGER | | |  |
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| Contact Flat no. 402 KSB Pearl 1 Vimannagar Vishakhapatnam  Andhra Pradesh 530009  9398080692  9866065227  tripti.kumari@gmail.com | | Objective Highly motivated sales professional seeking  a Business development representative position with Reputed firm where I can contribute my strong sales and business skills , negotiation skills. Being a technical student , I can drive a technical skills to drive sales  Given a chance will be prove a assert to the company  Looking for long term settlement | | |
| Education Jawaharlal Nehru Technological university(distinction) | | Experience TATA CONSULTANCY SERVICES – intership  2015 TO PRESENT  P5 SOFTWARE PVT LTD ( PROJECT MANAGER )  2020 to 2021 : Max life financial services  PROJECT Manager  Set project timeline   * Monitor project deliverables * Update relevant stakeholders or team members on the project progress * Coach and support project team members with tasks you assign them * Over 5 years of experience in Project Management office, Operations, Roadmap guidelines. * Dedicated and performance-oriented Project Management Officer in developing, managing project budgets, presentations, assisting Project Managers and Delivery Managers. * Responsible for gathering relevant project data’s to produce presentation for review by the management. Based on the inputs by the project managers relating to a single/multiple projects. Also track the overall status of the projects.   Primary focus to ensure projects status on track and on budget.   * Monitor and control the project performance. * Executed specialized task for project managers, Manage customer/client interfaces, multi-project management and strategic management. * Ensure the organization is making the best use of their resources who actually working on the projects to add value, provide visibility over the work load in the different portfolios and assisting in project prioritization. * Experience in analyzing the Client requiement and provide the effective solution.   -Meet sales quota assigned - FY20 closed in February 2020 with overachievement  - Working with customers to identify renewal, upsell, and cross-sell opportunities; optimize quality of service, business growth, and customer satisfaction  - Collaborate closely with key account managers by providing quotes and pricing and responding to sales inquiries  - Working with Salesforce.com (SFDC) and manage the entire renewals sales process  - Working closely with Distributors and partners for sales opportunities  - Working with Finance, Deal Desk, Legal, and Sales Operations teams across the region to facilitate deals and make sure all necessary information is provided  -Coverage of software maintenance renewals (MR) and Up-selling for SUSE Linux products for Spain, Portugal, Russia, Poland, Czech Republic, Hungary, Middle East and some countries in Africa.  - Build relationships and negotiate with existing customers, being the account manager for customers and partners.  - Prepare quotes, review due dates and administer full recovery of existing maintenance contracts.  - Work to bring in MR revenue personally with direct contact to our customers, but also leverage the field sales team and our partners to help bring in timely renewal revenue.  - Conducting sales interactions with such accounts via telephone or over the Web to close identified renewals business.  - Work closely with the product team to give feedback on ways to improve retention.  - Attainment of Key Performance Indicators and Success Metrics. | | |
|  | | BTECH –JNTU DISTINCTION 12th – Sri Chaintanya IIT campus – 84%  10th – kendriya vidayalaya – 78%  Cold calling , making layouts , pitching , funnel attaining targets,  Ending the leads.  Team size – 20  Team size 20 .  Act as a team leader .  Successfully Achieved Target in every Quarter . | | |
|  | | Leadership Organized and participated in AKANKSHA-2009 a national level technical paper meet held at GITAS by ISTE (Local chapter). Done Mini Project in Automation in industrial production through Plc at Vizag Steel Plant. Extra-Curricular Activities: Student Organizer for AKANKSHA-2007,08 National Level Technical Symposium conducted at the college. | | |
|  | | Ref – priya Accenture Swati – infosys  Nitish – ntt data | | |