

SOUNDARYA

✉ soundarya7624@gmail.com ☎ 9182969557 in <https://www.linkedin.com/in/soundarya-80a150193/>

Career Objective

To be part of reputed organization which provides a steady career growth along with job satisfaction, challenges and give value contribution in the success of organization.

Work Experience

Business Development Consultant

eMudhra | July 2022 - Present

- Manage high-volume Outbound sales leads by telephone, web, or email.
- Research accounts, identify key players, and generate interest.
- Route qualified opportunities to Sales Managers for further development and closure.

NxtGen Datacenter and Cloud Technologies

March 2021- June 2022

- 1.3 Years' experience in SAAS Sales in domestic market for cloud services which includes services from OEM like VMware, and OpenStack Platform.
- Lead generation, Cold calling, Creation of funnel pipeline, Negotiation, and order creation, Revenue generation and Billing follow-up.
- Skilled in analyzing market trends and increasing business revenue and profitability.
- Excellent and effective communicator with the capability of building relationships with clients, understanding their requirements, and proposing a concurrent solution.
- Strong presentation skills both virtual and physical, written and interpersonal skills, leadership-Skills, analytical skills and problem-solving skills.

Key Skills

- Communicating with Customers and partners, Outbound calls to potential customers and partners, generating and following up on leads.
- Gathering requirements from the customers identifying the opportunities and proposing the best services.
- Guiding the Signed partners to generate maximum business and explain them how to leverage the diversified portfolio.
- Connecting with different vendors to provide integrated services to the customers.
- Constantly learning on the product and educating the partners on the same and keeping track of their progress.
- Explaining and demonstrating feature of product to the partners and customers. Always keeping track of the market situation and the competitors.
- Setting up meetings for final level of deals closing with existing partners as well as customers
- Signing new partners also reaching out to the potential customers to close the deals and achieving the targets.
- Ensuring the billing process is on schedule also verifying the invoices issued to the customer and coordinating with accounts team to verify the payment.

Education Qualification

MBA, Dayananda Sagar College of Engineering
2018 – 2020 | Bangalore Specialization - Finance & Marketing

B.com, Gnanadri First Grade College
2015 – 2018 | Srinivasapura

PUC, Gangothri PU College
2013 – 2015 | Srinivasapura

Accomplishments

- Event coordinator and conducted the round “FUZZLE THE PUZZLE” 2019, an annual finance event conducted by Department of Management Studies (MBA-VTU), DSI.
- In less than a month, I acquired 30 partners for NxtGen’s Speed Cloud Campaign.