

P Theja

Senior Sales Manager

Over 12 years of experience in IT sales.
Specialized in Datacenter, Cloud, AWS, SaaS and
Software sales.

✉ ptheja03@gmail.com

📍 A008, A block, Obel Banjara
Apartments, Banjara layout
main road, Horamavu Agara,
Horamavu, Bangalore-
560043

📅 Date of birth 12/11/1985

🇮🇳 Indian

📞 9611128098

📞 6361662455

👨‍👩‍👧 Married (with child)

Education

- From August 2007 to June 2009 • Sales & Marketing
Indian Institute of Planning and Management Bangalore
- From August 2003 to November 2007 • Bachelor of Engineering - Electrical & Electronics
Dr. Pauls Engineering College Pondicherry

Work experience

- Since December 2020 • Senior Sales Manager
OpsMx Inc Bangalore
 - Software Product & SaaS Sales.
 - Focused on Majorly Indian market and US market.
 - Enterprise Spinnaker & Continuous Delivery Platform sales.
 - New lead generation.
 - Work closely with marketing & Inside sales team on GTM strategies.
 - Create awareness of the product in DevOps & Engineering teams of Enterprises.
 - Active LinkedIn marketing.
 - Focus on Discovery calls, Understand the BANT, create new opportunities.
 - Convert the opportunities into POCs.
 - Coordinate with client and internal technical team to ensure the POCs are successful.
 - Follow up with client on post POCs procedures and expedite the closure.
 - Maintain and work towards increasing the sales pipelines.
- From January 2020 to December 2020 • Senior Sales Manager
Rapyder Cloud Solutions Pvt Ltd Bangalore
 - Handling Territory Sales
 - Extensively focused on AWS Cloud, DevOps and AWS
 - Managed Services.
 - Work closely with AWS sales and SA Team and build relationship.
 - Regular updates on CRM and APN portals and be organized.
 - New lead generation
 - Development of new business opportunities
 - Strategic account management
 - Business Development.
 - Cross selling & up selling of new products & services to existing clients
 - Manage Revenue Generation.

Work experience

From June
2019 to
December
2019

Senior Sales Manager

Loves Cloud Pvt Ltd Bangalore

- Extensive field work for new lead generation
- Development of new business opportunities
- Generate opportunities for AWS, Azure & GCP
- More focused on AWS
- Generate new Opportunities for our new product POWERBOARD
- Generate opportunities for cloud management services
- More focus on Bangalore startups
- Work with team To create solution on AWS and other clouds for customer's requirements.
- Explain the solution comparisons between different clouds for the same requirement and help customer to select the best solution.
- Create cloud proposals on AWS & Azure
- Infrastructure optimization solutions to clients to reduce their IT cost.

From
February
2017 to
March
2019

Sales Manager

Netmagic IT services Pvt Ltd Bangalore

- Datacenter, Netmagic cloud, AWS sales.
- New lead generation
- Development of new business opportunities
- Strategic Account Management
- Business Development
- Cross selling & Up selling of new products & services to existing clients
- Manage revenue generation.
- Successfully managed 80 accounts and developed new business from them.
- always achieved 80% and above against my target.
- Manages leading apparel, Ecommerce, Payment solution, Healthcare companies Etc.,

From
March
2016 to
May 2016

Business Development Manager

InKnowtech Pvt Ltd Bangalore

- Managed services and Cloud sales
- New lead generation
- Development of new business opportunities
- Strategic Account Management
- Business Development.
- Cross selling & Up selling of new products & services to existing clients
- Manage revenue generation.

From June
2011 to
December
2015

Sales Manager

Netmagic IT Services Pvt Ltd Bangalore

- Datacenter and Cloud sales
- New lead generation
- Development of new business opportunities
- Strategic Account Management
- Business Development.
- Cross selling & Up selling of new products & services to existing clients
- Manage revenue generation

Work experience

From July
2009 to
January
2011

• Sales Executive

You Broadband and Cable India Ltd Bangalore

- Internet leased line sales
- New lead generation
- Development of new business opportunities
- Business Development

Skills

Strategic Account Management

Key Account Management & Business Development

New Lead Generation

IaaS, PaaS, SaaS - Sales

AWS Sales

Datacenter and Cloud Computing Sales

Social networks

in @<https://www.linkedin.com/in/p-theja-21972640/>