

Pranay Singh Thakur

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BN-93, Balram Nagar, Safilguda, Secunderabad,
Telangana. Pin: 500047**OBJECTIVE**

Position as an engineer or related position which offers key participation, team-oriented tasks, immediate challenges, and career opportunity.

ACADEMIC DETAILS

Degree/Course	Institution	Year of Passing	Percentage / Grade
B.Tech	Gurumanak Institute of Engineering and Technology	2014	66.27
Intermediate	Narayana Junior College	2010	78.5
C.B.S.E	D.A.V Public School	2008	72.33

WORK EXPERIENCE

Organization	Designation	Duration
Amazon	Customer support Associate	Sept 2014 – Jan 2015
Dell Technologies	Inside Sales Representative I	May 2015 – July 2016
Dell technologies	Key Account Manager	July 2016 – Till date

Customer Support Associate:**Roles:**

- Resolve order delays stuck in transit manually by tracking it through carrier services.

Inside Sales Rep:**Roles:**

- Worked in consumer sales identifying customers' needs and helped them with purchase of client systems.
- Lead a pilot team for gaming with sales and technical expertise on Alienware computers.

Key Account Manager:

- Have worked as US Commercial business sales advisor assisting the customers with Client and Enterprise solutions by understanding their IT infrastructure and key business issues.
- Utilize, review and update client database.
- Network with distributors / consultants or business partners for new acquisitions.
- Commercial and technical evaluations of various solutions.
- Design and present technical solutions.
- Good hands in solution designing involving Storage Virtualization, Microsoft technologies like windows Sever, Hyper V, MS exchange, SQL server, VM Ware V sphere, Desktop virtualization.
- Providing technical compliance and competitive analysis of products and competitive information that would be a part of the solution.

SKILLS

- Possess prominent customer service
- Able to develop customized conceptual selling presentations.
- Strategic prospecting to drive sales numbers.
- Customer relationship management (Post Sale Relationship Management)
- German proficiency

EXTRA CURRICULAR ACTIVITIES

- ❖ Participated in the A.P State Inter District Basketball Championship conducted by the Authority of Andhra Pradesh District Basketball Association.

STRENGTH

- . Analytical ability
- . Effective communication
- . Adaptable to new environments and socializing
- . Creativity
- . Team player

HOBBIES

- . Chess
- . Basketball

DECLARATION

I hereby declare that the above written particulars are true to the best of my knowledge and belief.

Date:

Place: Hyderabad