**SAHIL SETHI**

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**CAREER OBJECTIVE:**

As of now my goal is to utilize my skills in the area where it could be helpful in my career growth which in return helps me to learn and grow professionally and personally.

**ACADEMIC QUALIFICATIONS:**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **S.No** | **Degree** | **University/Board**  **of Study** | **% of Marks** | **Year of Passing** |
| 1 | B.Tech(CSE) | Uttaranchal Institute of Technology | 70 | 2016 |
| 2 | 12th | CBSE | 70 | 2012 |
| 3 | 10th | CBSE | 73 | 2010 |

**Technical Skills and Domain Expertise:**

Possess experience in providing consultation in Mobile and Web software solutions catering different business industries such as:

* On-demand delivery
* Logistics
* Retail
* ELearning
* Automation Industry
* Food Industry
* **Platforms:** Web and Mobile Development (iOS & Android)
* **Languages**: Open Source Technologies and ASP.NET.
* **Cloud Services:** IBM Cloud, MS Azure, and AWS.
* **ServiceNow:** ITSM & ITOM

**WORK AND EXPERIENCE:-**

1. **Profile:** Business Consultant

**Duration:** March, 2018 to Present

**Organization:** DCM Data Systems Ltd.

**Responsibilities:** **Following are my job responsibilities**:

* Driving sales for Cloud services (IBM cloud, MS Azure, and AWS) and ServiceNow.
* Exposure of working with Enterprise clients of more than $3MN to $3BN.
* Understanding of Cloud Services such as IBM-Cloud, MS-Azure, and also handling sales for ServiceNow and O-365.
* Lead management through calls, LinkedIn, and Emails.
* Experience in handling in-bound and out-bound leads.
* Currently handling enterprise client in UK and US geography.
* Handling End-to-End sales cycle.
* Lead management through CRM tools.

1. **Profile**: Business Analyst

**Duration** – Aug, 2017 to Oct, 2017

**Organization**: Appinventiv Technologies

**Responsibilities** –

* Handling End-to-End sales cycle right from lead generation to lead closure which further includes proposal drafting.
* Cold Calling and handling lead from different portals such as LinkedIn and Upwork.
* Experience of creating dynamic workflows, proposal document, and feature listing
* Improved my skill set in lead management, client management, project handling, post sales activities, and client support.

1. **Profile**: Associate – Business Development

**Duration** – 1.6 Years (January, 2016 to June, 2017)

**Organization**: smartData Enterprises Inc. (I) Ltd.

**Responsibilities** –

**Following were my job responsibilities**:

* Managing end to end sales cycle dealing with International geographies like USA, UK, Europe, Pan Pacific Region and Australia.
* I have gained experience in complete internal and external communication with Direct clients across Europe, USA, UK and Australia.
* Lead generation and Lead conversion, Business Requirement Gathering, Requirement Analysis, Development Solution Consultation, Proposal Development, Deal Negotiations, Closures, maintaining customer relationship.
* Experience in project management, data analytics based decision making, and proposal modelling (RFP/RFQ).
* Working as per CMMI Level standards to maintain the organization business process and brand value.
* Exposure of making business relationships via cold calling and e-mail campaigns.
* Experience of generating business opportunities from existing clients and new leads.

As part of Business Development Group, my main role is to maintain balance between the departments of sales, marketing and management.

**Strenghts:**

* Ability to rapidly build relationship and set up trust.
* Confident and Determined.
* Ability to cope up with different situations.

**Interests:**

* Gaming
* Sports
* Travelling

**PERSONALDETAILS:**

* Name: : Sahil Sethi
* Father’s Name: : Mr. Sanjay Kumar Sethi
* D.O.B : 19th Sep 1994
* Nationality: : Indian
* Gender : Male
* Martial Status : Single
* Hobbies :Gaming and surfing online, Watching movies

Language Known :

|  |  |  |  |
| --- | --- | --- | --- |
| **Language** | **Read** | **Write** | **Speak** |
| English | Yes | Yes | Yes |
| Hindi | Yes | Yes | Yes |

**DECLARATION:**

I solemnly declare that the above information is true and correct to the best of my knowledge. I understand that if any information given above is found false/incorrect, my candidature is liable to be rejected.

**Sahil Sethi**