

ANUJ CHATTERJEE



Play



More Info



#1 in Applicants Today

Offering around 6+ years of experience in Pre-Sales, Bid Management, Analysis, Requirement Gathering, Effort Estimation, Creation of Proposals, Product Demo and other Pre-Sale tasks.

EDUCATION:

B.Tech in Information
Technology
College Of Engineering and
Management, Kolaghat
West Bengal, India

Jun'11- Jul'15



SKILLS

Functional Skills

- PreSales
- Bid Management
- Project Management



Technical Skills

- SAP SuccessFactors



Explore titles related to: Work Experience

INFOSYS LIMITED Nov' 22- Sep 23

Pre Sales Lead

Bhubaneswar, India

- Handling the Europe and Us clients.
- Creating the Rate Cards for AMS projects.
- Preparing complex Proposals, RFIs, RFP.
- Research, Pitches, Stakeholder Mngt,

BIRLASOFT Nov'21- Nov'22

Senior Executive- PreSales

Noida, India

- Preparing Complex IT infrastructure Proposals.
- Handling the Accounts(US Zone).
- Managing the bid responses by coordinating with the stakeholders.
- Leading the opportunity from L1.
- Working with Business Managers/Account Managers and other Individuals within the Sales group to maximize revenue potential by equipping them with the relevant materials.
- Taking calls with the client for clarifications/post-clarifications.
- Preparing effort estimations.

INDUS NET TECHNOLOGIES Dec'20- Jul'21

Business Analyst

Kolkata, India

- Requirement gathering.
- Preparing proposals.
- Ensure Winning deals.

NTT DATA BUSINESS SOLUTIONS (FORMERLY: ITELLIGENCE INDIA SOFTWARE SOLUTIONS PVT. LTD.)

Aug'18- Nov'20

Associate PreSales Consultant

Hyderabad, India

- Managing Large RFPs and RFIs for the organization.
- Led the development of RFP/RFI/RFQ responses.
- Review the Bid Proposals and alter them until both, the company and the client are satisfied.
- Managed Bid response consistency by coordinating inputs from multiple departments and resources.
- Taking calls with the client for clarifications/post-clarifications.
- Collaborated with sales team for preparing complex and critical proposals.
- Demonstrated Products like SAP SuccessFactors.
- Taking discovery calls to gather the requirements.
- Develop contents for presentation.
- Performing requirements analysis.
- Present technical briefing to executives.

CMS IT SERVICES PVT. LTD.

Nov'15- Dec'17

Consultant

Kolkata, India

- Initially deployed at the client side for first six months during provisional period (clients: Indigo Airlines, Reliance Communications).
- Post completion of first six months deployed at own house bid management team.
- Maintaining large RFPs, and RFIs for the organization's.
- Drafting standard proposals and estimates.
- Preparing Decks and Flyers.
- Preparing Case studies.

Achievements

- Runners up in BandBeat, an inter University Band fest Competition.
- Runners up in Codigo, an inter college coding competition.