Harshit Singh Arora

Presales @ Nous Infosystems

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Presales Specialist - IT SaaS and Solutions | 3+ Years of Global Experience | Skilled in Client Engagement, Bid Management, RFX Analysis & Solution Presentations | Eager to Expand Exposure to Live Product Demos & Technical Presales Solutioning

💼 WORK EXPERIENCE

Senior Executive - Technical Solutions & Presales, *Nous Infosystems* 🔗 Jun 2024 – Nov 2025
Bangalore, KA
(Remote)

Global Presales & Proposal Management
- Led presales and proposal management across **10+ countries (NA, EU, APAC)**, supporting federal, public sector, and commercial B2B clients in BFSI, healthcare, and manufacturing.
- Managed **75+ deals** with a total contract value ranging from **$10k+ PoCs** to **$1M+ contracts,** achieving a 25% win rate.
- Led **end-to-end RFP** lifecycle, leveraging SAP Ariba, Coupa, and Oracle Supplier Portals to identify high-value opportunities.
- Ensured proposal compliance with **global regulations** (GDPR, HIPAA, ISO, NIST), minimizing risk.
- **Cross-functional stakeholder coordination** with leadership, finance, legal, sales, delivery and engineering teams to deliver solution approach, effort estimates and resource loading.
- Conducted **discovery sessions with clients** to understand business challenges, technical requirements and long-term objectives.

Technical Solutioning & GTM Strategy
- Designed solutions across **AI/ML** (OpenAI, Amazon Bedrock), **Testing & Automation** (Tricentis, SmartBear), **Data & Analytics** (Power BI, OneLake), and **Cloud & Infrastructure** (AWS, Azure, ServiceNow, ColorTokens).
- Developed technical proposals, solution blueprints, and bid strategies using **Microsoft Word, Excel, and SharePoint**, improving deal velocity for multi-tier IT service engagements.
- Delivered **100+ client presentations, solution walkthroughs,** and **live technical demos** to client-focused use cases**,** showcasing AI-powered automation and business impact.
- Conducted **competitive analysis and market research,** refining solution positioning, GTM strategies, and win themes.

Knowledge Management & Team Development
- Standardized **bid management** processes, proposal templates and bid response frameworks, improving scalability across global teams.
- Trained and mentored new presales professionals, enhancing RFP success rates and deal execution strategies.

--- Serving Notice Period ---

Senior Consultant - Pre-sales & Bid Management, *Birlasoft* 🔗 Jun 2022 – Jun 2024
Noida, UP

Proposal & Bid Management
- Managed **100+ deals** for B2B cients with a total contract value of **$5M+,** achieving a **35% win rate.**
- Led proposal creation and responses across **ITT, RFP, RFI, and PQQ** responses, securing IT services engagements**.**
- Ensured compliance with regulatory frameworks (GDPR, HIPAA, ISO, NIST), mitigating legal risks.
- Optimized bid strategies using **SWOT analysis, root cause analysis, and data-driven insights**, improving pursuit success rates.
- Orchestrated **cross-functional collaboration** with Leadership, Finance, Legal, and Technology teams, ensuring seamless deal execution.

Solution Strategy & Technical Presales
- Led solutioning across **ERP & CRM systems (Oracle, SAP, Salesforce), Cloud & Infrastructure (AWS, Azure), Data & Analytics (Tableau, Power BI), and Testing & Automation (Selenium).**
- Developed and delivered tailored solutions, including a **SaaS-based ESG Analytics solution,** resulting in **30% cost savings** and **25% improvement in supply chain productivity.**
- Led **solution effort estimation** and **resource allocation,** optimizing utilization in bid pursuits.

Stakeholder Collaboration & Process Excellence
- Collaborated with consulting firms (like McKinsey, KPMG) for high-value deals to strategize bid positioning and refine competitive messaging.
- Coordinated **cross-functional collaboration** with Leadership, Finance, Legal, and Technology teams, ensuring seamless deal execution.

- Delivered **solutions presentations, storyboards, and demos**, articulating win themes and value propositions through deep market research.
- Standardized **knowledge management frameworks,** ensuring proposal quality, compliance, and template reusability.

Summer Internship, *GCMMF :: AMUL* 🔗 May 2021 – Jul 2021
Ranchi, Jharkhand
- Developed **strategic initiatives** to enhance **customer acquisition** and retention, ensuring **seamless implementation** of the delivery model.
- Devised an innovative **door to door delivery model** for Amul milk using client interactions, surveys, market research and competitor analysis.
- Drove lead generation and cold calling to promote the 'AmulCart' App for installation, KYC completion, and order placements- achieved a **conversion rate of 40%.**

🎓 EDUCATION

Post Graduate Diploma in Marketing Management, *Xavier Institute of Social Service* 2020 – 2022
Ranchi, JH
- Successfully completed Marketing Management with a **7.27 GPA.**

Bachelor of Computer Applications, *Birla Institute of Technology* 2017 – 2020
Mesra, JH
- Successfully graduated Bachelor of Computer Applications with an **8.41 GPA.**

🎖 SKILLS

Presentation Skills │ Solution Design │ Stakeholder Management │ Negotiation │ Market Research │ Data Analysis │ Product Demo │ Bid Management │ Client Needs Analysis │ Problem-Solving │ Proposal Management │ Sales Pitch │ RFX Analysis │ Requirement Gathering │ RFP/RFI Response │ Client-Based Strategy │ Solution Architecture │ Value Proposition │ Proposal Writing │ GTM Strategy │

🏅 CERTIFICATES & AWARDS

A Champion Extraordinaire Award: Transforming unsolvable challenges into strategic growth opportunities.

SNAP Award: Recognized for client-centric, impactful presentations for the quarter of April'25.

AWS Cloud AI: by Amazon on Coursera *(pursuing)*

Advanced Microsoft Excel: by Microsoft Certified Trainer on Udemy

I declare that all the information on this resume is correct to the best of my knowledge.

Harshit Singh Arora