

HIMASREE DAM

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Dynamic and results-driven Business Development and Technology consultant professional with over three years of experience in driving revenue growth, client acquisition, and strategic expansion. Proven track record of exceeding targets and closing high-value deals while delivering exceptional value in cloud and enterprise technology sectors, recognized as an **IBM 100% Club 2024** awardee. Expertise in **B2B sales, go-to-market strategies, and product storytelling** fuels brand and business growth within **customer-focused** organizations. Known for strong organizational skills and dependability, adept at managing multiple priorities with a positive attitude and readiness to embrace additional responsibilities to achieve team objectives.

CORE COMPETENCIES

- Revenue Generation & Forecasting
- Strategic Business Development
- B2B Sales & Account Growth
- Cross-functional Collaboration
- Salesforce
- Client Acquisition & Retention
- Product & Brand Positioning
- GTM Strategy & Execution
- Power BI
- Strategic Thinking & Execution
- Stakeholder Engagement
- Pipeline Management
- Data Analytics (Power BI)
- Excel
- Business Analysis

PROFESSIONAL EXPERIENCE

Technical Solution Consultant- IBM

Jul 2023 - Present

- Achieved 100%+ of revenue targets and honored as a member of **IBM's 100% Club 2024**.
- Presented technical presentations to clients to explain product features and benefits.
- Partnered with technical and sales teams to align storage solutions with enterprise needs, leading to increased solution adoption.
- Translated complex technical offerings into impactful business value, improving customer engagement and decision-making.
- Boosted client trust and IBM brand visibility by hosting interactive workshops and technical deep dives.
- Awarded with **Culture Catalyst award 2024** also **Team Recognition**.
- Awarded with **Clients and Partner success award 2025**.
- Created **product training** plans centered on customer success and satisfaction.
- Helped customers improve results by recommending changes focused on **lowering costs, increasing production, or adding new functionality**.
- Configured and modified product systems to meet **customer-specific needs**.
- Consistently achieved revenue targets through accurate **forecasting and renewal optimization**.
- **Increased deal size by 20%** through strategic upselling and cross-selling within enterprise accounts.
- Led targeted business campaigns with marketing teams, resulting in a **30% boost in qualified leads**.
- Delivered custom PoCs and client use cases, accelerating product adoption and shortening sales cycles.
- Drove account expansion by aligning IBM Cloud solutions with evolving customer business goals.

Graduate Apprenticeship Trainee- Hindustan Petroleum Corporation Limited (HPCL) Feb 2020 - Feb 2021

- Supported regional marketing execution and ensured brand consistency across retail campaigns.
- Streamlined cross-department communications, improving campaign efficiency and execution.
- Contributed to enhanced operational performance through coordination and administrative support.

EDUCATION

MBA- Symbiosis Centre for Management and Human Resource Development (SCMHRD) | Operations

- Pune | May 2023
- GPA- 7.6/10

B.Tech- Kalinga Institute of Industrial Technology | Civil Engineering

- Bhubaneswar | May 2019
- GPA- 7.9/10

CERTIFICATIONS

- Generative AI For Data-Driven Business Decision-Making Course - IIM Mumbai
- Six Sigma Green Belt (KPMG)
- Data Analytics Course with Generative AI (Coursera- Simplilearn)
- Project Management with Primavera P6 (Udemy)
- Data Analytics Course with Generative AI