

SAHIL KHARBANDA

BUSINESS DEVELOPMENT | PROJECT MANAGER

- 6 years experience in IT sales, business development and project management
- Managed 50+ projects covering government and SME clients across India, Australia and MEA & SEA regions
- Portfolio worth USD 500K in revenue generation

WORK EXPERIENCE

Planet Green Solutions, Dubai

2018 - Present

Business Development Executive | Project Manager

- To manage a portfolio of clients, taking responsibility for revenue growth as well as account management
- Prepare project plans, strategies and overseeing projects to ensure they are completed in a timely fashion
- To understand clients' needs clearly and coordinate with the development team to execute the project
- Maintaining direct, timely and appropriate communication with clients, team members and other third party supporters

Technialabs DMCC, Dubai

2017 - 2018

Inside Sales & Business Development Executive

- Lead Generation Engine for Microsoft Cloud Services and other technologies to expand into MEA and SEA markets (100 countries via 4 subsidiaries)
- Developing quotes and proposals, negotiating and renegotiating with clients
- Arranging online meetings on Skype / GoToMeetings to identify customer needs

Siddhi Vinayak Technology, Dehradun India

2016 - 2017

Sales Consultant

- Establishing new business for Microsoft Surface Pro 4 for Uttarakhand Division
- Find potential customers through networking, cold calling and industry research to increase sales
- Bidding up for the tenders, managing proposals, payment terms and deliveries

smartData Enterprises Inc, Chandigarh India

2016 (During

QA Engineer

Undergraduate)

- Research software defects and make them reproducible
- Performing Smoke, functional, regression and Ad-hoc testing of the application by generating the test cases and scenarios
- Building Automation Script with third party tools to test the functionality of the software



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EDUCATION

Bachelor of Technology in Computer Science and Engineering

2012 - 2016

Uttaranchal Institute of
Technology, Dehradun

CERTIFICATIONS

- Microsoft Certified Professional under MTA Program.
- Internship Program under HCL Technologies

SKILLSET

- Account Management
- Client Relationship
- Project Management
- Business Development
- Inside Sales

LANGUAGES

English

Hindi