TANMAY TRIPATHY

*Hyderabad, Mobile: **+91-9930914733**, E-mail: tanmay2511@outlook.com*

Specialization: Product Sales, Cloud Sales, Account Management, Relationship Management.
Experience: 15+ Years

PROFESSIONAL PROFILE

Creative, enthusiastic, and experienced professional with a strong solution sales background with a track record of consistent accomplishments.

- Responsible for Account Management, Business Development, and Relationship management.

- Results-driven and Astute sales professional offering 15+ years of experience in leading Account management with a record of excellence in drafting proposals and efficiently managing various projects to achieve sales and corporate objectives.

- Strong ability to "Partner" with clients to understand their needs and recommend solutions.

- Relationship Management with Partners, ISV & Distributors.

AREAS OF EXPERTISE

Managerial	Professional	Personal
➢ Bid Management	➢ Process Driven	➢ Strategic thinking
➢ Account Management	➢ Maximizing Sales & and Minimizing Costs	➢ Leadership & Competitive
➢ Business Development	➢ IT skills & Merchandising Skills	➢ Resilient & Self-disciplined
➢ Strategic Planning	➢ Team management	➢ Negotiating & Presentation
➢ IT Corporate Sales	➢ Client Relationship Management	➢ Attention to detail
➢ Project Management	➢ Predicting future trends	➢ Communication Skills
➢ MIS Reporting	➢ Supervision and effective delegation	➢ Problem-solving
➢ Managing budgets	➢ Customer Service	➢ High levels of integrity

WORK EXPERIENCE DETAILS

1. ***Company:***   ***Oracle India Pvt Ltd***

   Duration: *Sep 2018 to Till Date (5.5 years)*

   Location: *Hyderabad & Mumbai*

Working closely with the customers to understand the business challenges and future IT roadmap to build ways and means to enhance customer business growth by leveraging Oracle Solutions. Helped customers to adopt and succeed in digitalization strategy cost-effectively and conveniently. Responsible for driving the new business of Oracle Technology Products (Oracle Cloud, Database, Middleware, Security). **Territory Experience- Mumbai, Pune, Goa, Rest of MH, Gujarat, Telangana, Andhra Pradesh & Chennai.**
Industry/Vertical Experience- Pharma, Govt & PSU, IT & ITES, BFSI and Manufacturing.

2. *Company:* **Sonata Software Ltd (Sonata Information Technology Ltd)**

   Website: **www.sonata-software.com**

   Duration: *Oct 2012 to Sep 2018* **(6+ Years)**

   Location: *4 Years in Mumbai and 2 Years in Hyderabad*

Managed Enterprise Accounts and new business prospects to generate revenue and meet quota from technology solutions like Microsoft, Oracle, IBM, HP, VMWare, RedHat Linux, SAP, etc

- Account Management of Sonata's Enterprise Customers.
- Licensing Consultant for **Oracle and Microsoft**.
- Responsible for Upgrade Account revenue through Cross Selling.
- Preparing business presentations and showcasing capabilities to prospective clients.
- To design solutions with the help of the technical team to offer proposals.
- Preparation of tenders/RFP/RFQ/Proposals for Govt/PSU Customers.
- Renewal of Support and Services.
- Managed relationships with Principles, OEM, and distributors.

3. *Company:* **Accel Frontline Ltd.- a British Telecom (BT) Company**

   Duration: *Jan'2009 to Oct 2012 (3.5 Years)*

   Website: *www.accelfrontline.in*

   Location: *Mumbai*

- Account Management of Accel's Telcom customers and ISVs.
- Bagged new logos like Tech Mahindra, Tata Communications, Idea, and TataTele for Accel.
- Experienced in AMC, FM services, Managed Services, Support, and Implementation Sales.
- Responsible for managing principals, OEMs, partners, and Distributors.
- Responsible for renewal of Support and Services.

SIGNIFICANT HIGHLIGHTS

- Quota Achiever JAPAC Award in FY21 from Oracle.
- Selected for Hall of Fame 2024 for achieving yearly target.
- Oracle Cloud Architect Certified.
- Achieved best Sales performer for Target Achievement at Accel Frontline.
- Bagged multiple multiyear Services/License agreements in Sonata.

DECLARATION

I hereby declare that all the above-said Information Is true to the best of my knowledge and belief.

Signature:

Year: 2024   **Tanmay Tripathy**