



Sukanya Chavan

Presales and Technical executive

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Worli, Mumbai, India

I am Sukanya. Experienced in Technical Sales profile. Having basic IT and Cyber Security knowledge.

WORK EXPERIENCE

Presales and Technical Executive AmbiSure Technologies Private Limited

10/2017 – Present

Mumbai

IT and Cyber Security

Achievements/Tasks

- Provide technical support to the sales team on all products and services offered.
- Make presentations about the services we carry and respond to the first level of technical queries that customers may have about the service.
- Lead Generation and Cold Calling.
- Handling GeM Account of company- uploading new product, taking order, making invoices on GeM Portal.
- Sourcing tenders from various government/corporate websites on daily basis.
- Preparing Quotations, Negotiations, Tendering
- Communication with key clients including follow up before and after meetings with agendas or next steps
- Have basic knowledge of vulnerability assessment and penetration testing
- Have basic knowledge of tools like NMAP, Nessus, Metasploit, Wireshark

SKILLS

Good Communication

Team Work

Time Management

Adaptability

VOLUNTEER EXPERIENCE

Sales Engineer Icons Infocom Pvt Ltd

09/2016 – 08/2017

Mumbai

Voice Recognition Company

Tasks/Achievements

- Make presentations about the services we carry and respond to the first level of technical queries that customers may have about the service.
- Preparation and then following up on any sales quotations made for clients, negotiating terms with the client at a cost best suited for them.
- Able to efficiently respond to any online or telephone queries in a calm and friendly manner.
- Liaise between other departments and the client to provide the service most suitable to the client's needs, cost and time restraints.

EDUCATION

Engineering Shah and Anchor Kutchhi Engineering College

08/2011 – 08/2016

Courses

- Bachelor of Electronics Engineering- 55%

College Kirti College

07/2009 – 07/2011

Courses

- HSC (Science) - 60%

School Shardashram Vidyamandir

06/1999 – 06/2009

Courses

- SSC - 83%

LANGUAGES

English

Hindi

Marathi

INTERESTS

Reading book

Listening to songs

Watching Movies

Love to workout