

Snehal Parab.

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WORK EXPERIENCE:

To take a challenging and high-performance oriented role in sales & marketing, Product Sales (Software & Hardware), AMC & IT Services with 5 year of experience in demanding work environments.

Experience in Sales, Channel/Distribution Management, Order Processing and Customer Services.

WORK EXPERIENCE 1:

Current employer of Meta Infotech Pvt.Ltd. position as Senior Sales Co-ordinator from 1st Oct 2018 till date.

Meta Infotech is the only focused IT Security Solution Provider Partner in India with legacy of 21 years. We are expert in offering Product Sale, Implementation Services, Annual Maintenance Contract, Sustenance Engineer, Professional Services & Training Institute. Our solution offerings are into Network Security, Analytics, End point Security, Advanced Deception Solution.

Job Profile:

- Managing Fresh & Renewal Revenue from Enterprise Accounts.
- Telephone Sales experience with generating net new business by cold calling.
- Account Mapping & Driving Sales within the Named Accounts
- Identifying and managing key accounts for potential business development opportunities.
- Establish and maintaining effective relationships with customers, Principal and Distributors.
- Managing existing customers/Accounts with new offerings in space of Cyber security & Technology solutions.
- Supporting sales activities and finding market opportunities, lead Generations, New business acquisition and market development
- Managing Internal Operations & Transactions. (Day in - Day out).
- Generating Revenue & achieving bottom line targets QoQ.
- Maintaining account relations & developing business strategies.
- Seeding & nurturing accounts through business benefits.
- Handling End-to-End IT sales for System Integration Software Licensing renewals of Backup & Recovery, Archival, Networking Solutions & virtualization by joining hands with all major OEM's in all domains from all PAN India team.

WORK EXPERIENCE 2:

Past employer of Tech Data Advanced Solutions (India) Pvt. Ltd. (AVNET) position as Solution Sales Representative from 1st Feb 2017 to 15th Jun 2018.

Tech Data is the world's leading global IT solutions distributor. We make it easier and more affordable to enter and excel in high-growth technology and vertical markets locally and around the world.

Position #108 on 2016 Fortune 500 list, named one of fortune's most admired companies.

Job Profile:

- Handle Maintenance Renewals business for APAC region.
- Involved in Channel/Partner/Distribution Management to drive their performance Quarter to Quarter.
- Manage Channel Pricing for all Partners/Distributors.
- Maintains and develops relationships with key channel partners, system integrators, and any other external partner to develop and achieve the defined account strategies and opportunity plans
- Work closely with the Partner Support Centre on deal review and approvals.
- Provide weekly sales reports and updates to management.
- Order processing through Salesforce.com as well as Manual
- Sending Proposals, Order Processing and Payment Follow-ups.
- Handling End-to-End IT sales for System Integration Software Licensing renewals of Backup & Recovery, Archival, Networking Solutions & virtualization by joining hands with all major OEM's in all domains from all PAN India team.
- Preparation & sending sales quotation to EU based on incoming request from sales team across India. Update CRM on a daily basis.
- Work with regional sales managers to provide pre/post-sales support – Worked with the sales team to design, propose, and close new deals/opportunities with customers.
- Engaged in solutions selling, negotiation and closing sales.
- Logging of sales order in the Order Processing Application.
- To ensure Customers are getting proper attention and their issues are addressed timely to earn maximum Customer satisfaction.
- Educate Partner Teams on solutions and selling for pipeline generation activities.
- Share knowledge and best practices with entire Team on regular basis to achieve collective Goal

WORK EXPERIENCE 3 :

Past employer of Softcell Technology position as **Inside Account Manager-SI** from 9th June 2015 to 19th Jan 2017.

Softcell Technologies Limited is a company engaged in business-to-business IT infrastructure solutions. We help enterprise customers with IT infrastructure solutions involving the network, compute, storage, desktop/mobile devices and extend it to the cloud.

Job Profile:

- Managing Enterprise/SMB/Midsize Accounts for Enterprise Integration PAN India.
- Lead generation through tele calling and reaching to the fortnightly lead generation target for a portfolio of software and hardware products and closing
- Sending Proposals, Order Processing and Payment Follow-ups.

- Handling End-to-End IT sales for System Integration Software Licensing renewals of Backup & Recovery, Archival, Networking Solutions & virtualization by joining hands with all major OEM's in all domains from all PAN India team.
- Preparation & sending sales quotation to EU based on incoming request from sales team across India. Update CRM on a daily basis.
- Work with regional sales managers to provide pre/post-sales support – Worked with the sales team to design, propose, and close new deals/opportunities with customers.
- Logging of sales order in the Order Processing Application.
- Understand the price list of various OEMs, apply correct margin & prepare quotations.
- Initiated pre-sales activities, consulting services and products – Developed projects' scopes (SOW, scope of work) and prepared proposals.
- Attended industry trade shows, exhibitions, seminars and training sessions to promote products and services.
- Coordination with the distributors for pricing & negotiation, lead closure and other things.
- Associating with client and understanding their road map for coming 5-6 months and pitching them about solution.
- Weekly & monthly sales reporting reviews of pipeline with management.
- Follow up on day to day basis for the solution closure till order processing & closing the lead.
- Considering sales and technical aspects - Product feedback, Pre-sale inspections, Product demo, Competitor products comparison & technical discussions.

WORK EXPERIENCE 4 :

Past employer of Telesoft Pvt Ltd position as **Business Analyst** (Inside Account Manager) from 1st July 2013 to 30th May 2015.

TeleSoft is a pioneer in introducing Telephone Call Accounting Solutions to the Indian market. It is the source of many creative ideas converted into products in the same domain. TeleSoft offers a wide range of products in Telephone Call Accounting domain. We offer basic call accounting software for a small PBX or KTS to a full-fledged Web-based Call Accounting Software for monitoring larger PBXs located at different physical locations.

Job Profile:

- Worked with the sales team to develop selling strategy within the target accounts – Created and delivered effective presentations and sales tools for the sales team.
- Work with regional sales managers to provide pre/post-sales support – Worked with the sales team to design, propose, and close new deals/opportunities with customers.
- Initiated pre-sales activities, consulting services and products – Developed projects' scopes (SOW, scope of work) and prepared proposals.
- Provided product updates and technical advice to clients – Explained technical capabilities and business benefits of solutions to the customer from engineering level to senior executives.
- Associating with client and understanding their road map for coming 5-6 months and pitching the best possible solution for the same.

WORK EXPERIENCE 5 :

Past employer of **Emerson Network Power India Ltd** position as Estimation & Tendering Engineer (Pre-Sale Engineer) from 28th August 2012 to 22th June 2013.

Job Profile:

- Designing UPS Power solutions in technical support department for Emerson Network Power India Ltd.
- Job involves designing power solution in the range of 10 -1200kVA (LV/MV) Industrial Double Conversion Online AC UPS.
- UPS sizing, Battery Sizing, Active Filter Sizing, Transformer sizing, Cable selection etc...

KEY SKILLS:

- OS- Windows XP, Windows 98, UNIX
- Programming Languages known: C
- Awarded the 'Best Employee of the Quarter' for improving quality by revising several processes in error reporting".
- Certificate in **Computer Hardware with Internet, Networking & Multimedia** from Government Polytechnic, Mumbai.

Have a good understanding of CDMA/UMTS/GSM/EDGE/3G all wireless technologies.

EDUCATIONAL QUALIFICATION

- Bachelor of Engineering in Electronics from DattaMeghe Collage Of Engineering Airoli, Navi Mumbai in 2010 With 62%.
- Diploma In Electronics & Telecommunication From S. H. Jondhale Polytechnic Dombivali (W) In 2006 With 63%
- Secondary School Certification (10th) from Maharashtra Board with 59%.

PERSONAL DETAILS

Name : **Snehal Vinayak Parab.**

Nationality : **Indian**

Date of Birth : **30TH OCT 1985**

Passport Available : **Yes**

Languages known : **English, Hindi, Marathi**

City : **Mumbai**

Gender : **Female**

Address : **9/6, Saicharan C. H .S, Kalva(w),Thane**

Date

Signature.