

Contact

7874403425

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Skills

C C++ Java oops

database PHP.

oracle crm

configure price quote software

sap contract management

renewals salesforce.com

customer valuation strategy

cross functional coordination

knowledge acquisition

failure mode and effects analysis

customer portal

order management

software as a service

escalations management

sales coordination

sales operations

supply chain management

business analysis

orders administration

commercial negotiations

team management

request for quotation

deal management sfdc

territory management

discount negotiations

microsoft office

purchasing negotiation

sales effectiveness

program management

knowledge transfer

forecasting install base

Tarannum Shaikh

senior .channel operations analyst | Ahmedabad

Summary

Tarannum_Resume

Promoted in current company

Likely to Explore

Not a job hopper

Top 100 India Engineering Colleges

Top 100 India MBA Colleges

Experience

senior .channel operations analyst

VMWare Denmark - Sep 2020 - Present . 3 Yrs 5 Mos.

10000+ employees | Self/Funded/Govt/Others | [More Details](#)

Cloud Infrastructure | Data Center Automation | Open Source |

business analyst ii - deal desk

VMWare Denmark - Jan 2012 - Sep 2020 . 8 Yrs 8 Mos.

10000+ employees | Self/Funded/Govt/Others | [More Details](#)

Cloud Infrastructure | Data Center Automation | Open Source |

Responsibilities

VMWare is a leader in Cloud Computing. Reporting to the Manager Deal-Desk, accountable for assisting sales teams with qualifying, structuring, pricing, and escalating deals for METNA region in accordance with company's sales processes, policies and procedures. Work with sales leadership to maximize margins and manage discount levels through a structured approval process. Point of contact for contract negotiations and internal deal issue resolution on behalf of the sales organization driving cross-functional collaboration with stakeholders and teams. Assist with non-standard deal requests, structuring complex deals, driving cross-functional and cross solution collaboration and ensure revenue recognition requirements are managed.

operations manager

VMWare Denmark .

10000+ employees | Self/Funded/Govt/Others | [More Details](#)

Cloud Infrastructure | Data Center Automation | Open Source |

csr

customer success management

quote to cash

pricing strategy

critical thinking

revenue recognition

contract negotiation

order fulfillment

quote preparation

obiee

lead to quote

analytical skills

booking to renewal

reporting

service consolidation

integration

pre sale support

contract/ complex deal drafting

deal desk

[System generated resume by foundit](#)

Eaton - Apr 2011 - Apr 2012 . 1 Yrs 0 Mos.

10000+ employees | Self/Funded/Govt/Others | [More Details](#)

Commercial | Email | Industrial |

Responsibilities

Eaton provides energy-efficient solutions for customers to manage electrical, hydraulic and mechanical power more efficiently. Handled end to end implementation of the order to billing process for various products with a stock portfolio worth over \$35 million. Worked closely with the order fulfilment team to provide insights and help prioritize shipments.

senior customer service associate

Wipro Technologies - Jun 2007 - Jun 2011 . 4 Yrs 0 Mos.

10000+ employees | public | [More Details](#)

Cloud Data Services | Consulting | Enterprise Software | Information Services | Information Technology | Mobile | Outsourcing | Software |

Responsibilities

Wipro is the largest BPO service providers on a global delivery platform Acted as first point of contact for customers and coordinated and monitored the orders for client British Telecom while delivering best-in-class customer service for Data /Service.

Education

bachelors, english language and literature

2004-2007 - Shivaji University, Maharashtra

Bachelor Of Technology (B.Tech/B.E), Computers

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Awards & Certifications

six sigma yellow belt