

Manoj Khatri

Contact

Address:

Ulhasnagar - 421003

Phone:

+91 8381023890

Email:

khatrimanoj154@gmail.com

LinkedIn:

<https://www.linkedin.com/in/manoj-khatri>

Skills / Strengths

Adaptable & Flexible
Service Focused
Cloud Sales
Interpersonal Skills
Self-Motivated
Problem Solving Approach
Collaboration

Languages

- English
- Hindi
- Sindhi

Hobbies

- Console Games
- Travelling
- Music

Certification

- Oracle SQL

Summary

I am a graduate in BSc IT from Mumbai University, having 6+ years' experience and expertise in Cloud Sales and Microsoft O365. Curious about learning and managing new business requirements and delivering solutions in minimal timeline. Excellent problem-solving skills and ability to perform well in a team.

Experience

Business Development Executive – Oct 2022 to Current

Hanu Software – Navi Mumbai

- Lead Generation
- Cold Calling
- Taking care of Microsoft licensing including Azure, O365, App Modernization.

Business Development Executive – Sept 2017 to Apr 2022

Katalyst Business Solutions Pvt Ltd - Navi Mumbai

- Business Development Executive – Techno-commercial products
- Cold calling to generate leads and maintaining existing customer relationship.
- Analyzed client business processes to propose optimal software applications for unique requirements
- Evaluated and adopted new technologies to address changing industry needs.

Customer Representative – Dec 2016 to Apr 2017

Sutherland Global Services Pvt Ltd - Navi Mumbai

- Resolving customer queries via mail.
- Reviewed and applied changes to customer account profiles in tool.

Subject Material Expert (SME) and Auditor – Mar 2015 to Sept 2016

Wipro BPS - Navi Mumbai

- Customer: United Health Care Business Requirement: Residential information is received in the form of a file and data entry is done for the same in the system.
- As SME I am responsible for giving support to team and assigning work to team.
- Lead client calls to get some updates from client.
- On daily basis do audits to improve my team performance.
- Developed and maintained courteous and effective working relationships
- Managed team of 30 employees, training, and professional growth of employees.