

**BHARTI GANGWANI**

**Mobile No.:** +91-6388102567

**E-Mail ID:** bhartigangwani0786@gmail.com

**Career Objective:** Result-oriented professional passionate about cloud technology, seeking a challenging FSR/ISR role in Azure, AWS and IT sales. Leveraging cloud expertise and a proven revenue growth record, I aim to drive sales success, nurture client relationships, and achieve ambitious targets while delivering value to the organization and customers.

**Professional experience:**

**Experience:** 5 Years

**Employer:** Brio Technologies Pvt Ltd (November 2022 to till today)

**Employer:** Absolute Webtech Technologies Ltd (January 2021 to October 2022)

**Employer:** FSL Software Solution Pvt Ltd (December 2019 to December 2020)

**Employer:** Extra marks Education Pvt Ltd. (January 2019 to December 2019)

**Designation:** Business Development Manager

**Sales Experience in all IT products:** Microsoft Azure, MWP, AWS, Google Cloud, Microsoft Dynamics 365 ERP Solution, Business Central, CRM, Finance Module, Tally, Zoho CRM, Odoo Software, Production Module, Supply Chain Management, Project Management, HR and Payroll and Compliance Management.

**Technical Skills: Knowledge of Azure Services:** Azure Virtual Machines, Azure App Service, Azure Functions, Azure Kubernetes Service (AKS), Azure Blob Storage, Azure SQL Database, Azure Cosmos DB, Azure Active Directory (AD), Azure DevOps, Azure Logic Apps, Azure Cognitive Services, Azure Machine Learning, Azure Databricks, Azure Data Lake Storage, Azure Event Grid, Azure Event Hubs, Azure IoT Hub, Azure Stream Analytics, Azure Data Factory, Azure Functions, Azure Key Vault, Azure Batch, Azure Search, Azure Virtual Network, Azure Firewall, Azure AI Services, Azure ML Services, Azure Quantum, Azure Arc.

**Knowledge of AWS Services:** EC2, Amazon RDS, Amazon Connect, Amazon S3, Amazon Lambda, CloudFront, AWS Glacier, Amazon SNS, Amazon Elastic Block Store, Amazon VPC, Amazon Kinesis, AWS Auto-scaling, Amazon IAM, AWS SQS, Elastic Beanstalk, DynamoDB, Amazon ElastiCache, Amazon Redshift, Sage Maker, Amazon LightSail, Elastic File System, Cloud Watch, Amazon Chime, Cloud Directory, AWS Cognito, Inspector Knowledge of IAAS, PAAS or SAAS Models

**Proficiency in Utilizing the Following Tools and Platforms:** Lusha, Zoom Info, Signal hire, EasyLeadz, Send in Blue, Sales Navigator, Linked In (9000+ connections of CEO, CFO AND CTO ), Discover.ly, HubSpot, and Quora

**Professional Summary:**

- ✧ Proficiently manage and supervise teams comprising 10–15 members.
- ✧ Excel in lead generation and strategic telephone outreach to comprehensively assess client business profiles, followed by methodical follow-ups.
- ✧ Skillfully coordinate and facilitate meetings with stakeholders.
- ✧ Expertly address customer inquiries via phone and email, swiftly resolving their concerns.
- ✧ Successfully secure new orders, implement cross-selling and upselling strategies to drive revenue growth.

## **Presentation Skills Communication skills, Marketing Skills**

- ✧ Good Knowledge of ERP (CRM, Finance Module, Production Module, Project Management Production Module, HR, and Payroll), Salesforce, Odoo CRM, Tally, SAP.
- ✧ Good negotiation skills, product sales, and handling complaints or objections

## **Soft Skills:**

- ✧ Verbal and written communication leadership
- ✧ Team Handling Product Knowledge, Active Listening, Public Relations
- ✧ Networking and Researching Strategic adaptability and Flexibility Team-working.
- ✧ Creativity, Time Management
- ✧ Decision Making.
- ✧ Public relations, dedication, motivation, and customer Retention

**Academic Projects: Project Title: Alcohol Detector Project Description:** The main objective of this project is to detect drunk people by giving an indication with sound in hotels, colleges, and car libraries with the help of microcontrollers.

**Extra-Curricular Activities:** Participated in “college games during 2018 at MPGI, Kanpur. Winner of the 100-meter short race in my college as well as Winner in Courtroom Activity “

**Educational qualification:** B. Tech in EC from Maharana Pratap Engineering College in 2019 with 80.00% marks.

Intermediate from MDGI UP Board in 2015 with 91.2% marks.

High School from MDGI UP Board in 2013 with 84.08% marks.

## **Strength:**

- ✧ Adaptive nature work Leadership quality
- ✧ Hard work as well as Smart Work
- ✧ Pressure Handling

## **Personal Information:**

**Name:** Bharti Gangwani

**Nationality:** Indian

**Gender:** Female

**Date of Birth:** December 3, 1997,

**Father's Name:** Mr. Jairam Das Gangwani

**Languages Known:** Hindi and English

## **Declaration**

I hereby declare that the above-written information is true to the best of my knowledge and belief.

Name: **Bharti Gangwani**