

Avin Sharma  
Senior Associate Consultant - Infosys Limited

Hyderabad, Telangana - Email me on Indeed:  
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## WORK EXPERIENCE

Senior Associate Consultant

Infosys Limited -

July 2015 to Present

Worked on Presales activities preparing Proposals, RFP's, preparing presentations, budgets/ quotations based on client requirements.

- Responsible for entire sales cycle from market research for prospective clients to final negotiation & sales closure.
- Worked on mapping commercials to increase the profits and resources planning/ utilization.
- Leading and coordinating a team of business analysts, developers and testers for execution of multiple projects.
- Developed strategies and generated business for the firm by building corporate relationships with client.

Senior System Engineer

Infosys Limited -

August 2008 to April 2013

Worked as a quality analyst for client; performed system testing for their customer web portal having modules like Dashboard, Billing, Shop, Payments, Login etc.

- Led a team of three system engineers; identified competency gap and conducted knowledge sharing sessions for new team members.
- Communicated with the client team members on frequent basis for understanding their issues and bringing action items to closure.
- Independently handled the responsibility for designing manual test cases and executing them.
- Worked on client's merger Integration application as a Developer which involved migration from lower framework to higher framework.
- Responsible for migrating the part of application developed in dot net from lower version to higher version.
- Developed the internal portals on Dot Net platform for Infosys team members.

- Completed the assigned tasks as per the timelines and ensured that the given tasks are completed with compliance to the benchmarks.

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- Received STAR Certification for showcasing outstanding Soft Skills on 'Business & interpersonal communication for Client delight.

Guru Nanak Dev University

Amritsar, Punjab -

July 2004 to June 2008

#### EDUCATION

Great Lakes Institute of Management - Chennai, Tamil Nadu

April 2014 to April 2015

#### SKILLS

Requirement Analysis (Less than 1 year), Sales support (Less than 1 year), Test Planning (Less than 1 year)

#### ADDITIONAL INFORMATION

Skills

Bid management, Sales support, Requirement Analysis, Test Planning and Test execution