MOHAMED SHARFUDEEN M

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PROFESSIONAL EXPERIENCE

08/2022 ~ Present, <u>Senior Sales Executive</u> at GLOBAL-IT SERVICES, Chennai – India.

Key Responsibilities:

➢ Excellent negotiation and relationship management skills to satisfy wide range of international and local customers
➢ Maintain good relation with existing customers understanding their needs and offering precise solutions
➢ Recommend networking solutions, Products and Services based on the Client's requirements
➢ Datacenter Maintenance and providing remote support on critical side
➢ Arranging business development meetings with prospective clients
➢ Verification/Validation of requirements to ensure they deliver business value
➢ Produce sales report and monthly monitoring the sales
➢ Managing and regular follow-up with the team
➢ Product knowledge on networking products and its function

Technical Responsibilities:

➢ Install, Configure and Maintain Network cabling and other networking equipment such as Cisco Routers, L2/L3 Switches (Cisco, Huawei, Juniper) Accesspoints, Servers Etc.,

06/2021 ~ 03/2022, <u>Product Consultant</u> at CALIBER TECHNOLOGIES PVT LTD, Hyderabad - India

Key Responsibilities:

➢ Ensure thorough understanding of the customer requirements.
➢ Assist in internal validation of product
➢ Execute Validation scripts
➢ On-site build Installations and configurations.
➢ Execution of UAT/SAT (User Acceptance Test/Site Acceptance Test)
➢ Installation of production build and Database maintenance plan creation.

08/2020 ~ 04/2021, <u>Business Development Associate</u> at ONEOMICS PVT LTD, Tiruchirappalli – India

Key Responsibilities:

➢ Involved in domestic sales on NGS services
➢ Also, in Bid management / Tender management, Bid preparation and Propsal

- ➢ Develop a growth strategy focused both on financial gain and customer satisfaction
- ➢ Managing and retaining relationships with existing and new clients
- ➢ Also, involved in major admin roles

EDUCATIONAL QUALIFICATION

Highest Qualification: Master of Science in Medical Bioinformatics.,

- ➢ **Master of science (Medical Bioinformatics).** SRI RAMACHANDRA INSTITUTE HIGHEREDUCATION AND RESEARCH PORUR CHENNAI-16 INDIA (2018-2020)
- ➢ **Bachelor of science (Biotechnology).** THE NEW COLLEGE CHENNAI-14 INDIA (2015-2018)

TECHNICAL SKILL

- ➢ Familiar working with Bioinformatics databases and Tools

- ➢ Products Knowledge on CISCO, HP, ARUBA, FORTINET Switches, Routers, Firewalls, Access points, SFP, Servers Etc.,

- ➢ Excellent understanding of project methodology and business requirements

COMPUTATIONAL SKILLS

- ➢ Windows OS with Microsoft office proficiency

- ➢ Hardware Testing for Switches, Accesspoints, Routers and Servers

- ➢ Google analytics and Business Intelligence

- ➢ User Acceptance Testing and Site Acceptance Testing

CERTIFICATION COURSE

DMLT – Diploma Course in Medical Laboratory Techniques (2017)

PERSONAL PROFILE

Permanent Address : Tamil Nadu (India)
Age : 26
Gender : Male
Passport Details : Indian Passport
Languages Known : Tamil, English
Nationality : Indian

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