

NIKHIL KUMAR GUPTA

BUSINESS DEVELOPMENT / PRESALES CONSULTANT / EXP 6 Years



📍 NOIDA, UP, INDIA
📞 +91-7840091802
✉️ Guptanikhilkumar25@gmail.com

PERSONAL DETAILS

Date of Birth: - 25th Dec 1989
Employment Status: -
Permanent
Relationship Status: -
Married
Languages: - English,
Elementary Japanese, Hindi.
Passport No.: K2903802

COMPUTER SKILLS

Microsoft Office: - Excel,
Outlook, PowerPoint and Word.
CRM tools: - HubSpot,
Salesforce.
Others: - Android Studio and
Eclipse IDE
Web designing tools.

EDUCATION

B.TECH (EC) • 2012 • BIT
Score of 70.4% • UPTU
10+2 • 2008 • DPS (CBSE)
Score of 73.4%

Summary

6 years of industry experience in the IT industry as solution consultant spanning Solution Consulting, Business Analysis, Presales/Sales Activities, Market Research, Go-To-Market Strategy, Bid Management, Account Management and Channel Partner Management.

Expertise in giving Product Demo/Training/Presentations to Clients/partners.

Work closely with the Management to prospect, pitch and Retain accounts through the development of strong relationships with key decision makers.

Closely follow Trends & Market of Telecom/IT landscape; conducting research (primary & secondary), generating metrics / Reporting / Competitor analysis / gap analysis / Risk analysis / Cost benefit analysis / case studies to assist management decision and development & implementation of business plans

Have ability to adapt to a rapidly changing environment. Self-motivated, quick learner and work effectively both independently and in team environments. Proactive person, hardworking individual who is enthusiastic towards the achievement of challenging goals with adequate business skills.

Work History

July 2014 – present Sr. Presales Consultant
[NEC Technologies India Pvt Ltd.](#)

Subsidiary of NEC Corporation with over 25 Billion USD revenue, deals into transportation, carrier, enterprise, retail, smart city, public safety solutions.

Reporting to Group Project Manager

Responsible for pitching NEC's products and solutions to India and US Market. Work tasks mainly includes, developing new customer base. Addressing & engaging with end customers for product Demos/POC's and to make company products and solutions their preferred choice. Vast experience in Biometrics products, Physical Security products and Semiconductor tools. Very good capability to liaison with Government companies like ISRO/DRDO/PSU's.

Key Achievements

- Initiated BD activities, consulting services and products – Developed projects' scopes (SOW, scope of work) and prepared proposals for promoting NEC's products in India, US and Europe.
- In order to promote products and services, attended industry trade shows, exhibitions, seminars and training sessions.
- Received OSCAR award for generating business of NEC's EDA tools for first time in India.
- Customer Delight award for providing best customer support throughout the period.

2012-2014

Earlier Experience

[Start-up's and other organisations](#)

Co-Founder (start-up)

Developed and promoted more than 500 Apps globally. Major customers US and Europe. Providing Consultancy to Indian start-up companies in mobile app development. Handling Ad network for marketing and promotions.

Hire and manage design, digital marketing interns

Supporting the team for new Innovative App ideas.

Software Developer

Executing the Coding Plan and delivering the code as per the plans and making user friendly application.

Preparing various documents & reports for the delivered code.