

Amandeep Kaur

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Career Objective

To serve the organization, I join to my best possible capability based on my skills and knowledge and grow in a competitive environment in order to improve myself as well as quality to service offered by me, towards the organization & to work in a competitive atmosphere.

Professional Summary

An accomplished, results-driven Sales Professional with over 3.5 Years of enriching experience in Business Development, Client relationship Management & Enterprise Solution Sales. Expertise in Sales, Business Development, and Key/Strategic Account Management.

Area of Expertise

- | | | |
|------------------------|------------------------|----------------------|
| • Business Development | • Account Management | • Technology Sales |
| • Modules Sales | • Solution Selling | • Strategic Planning |
| • Data Searching | • Contract Negotiation | • Pricing & Proposal |

Educational Qualification

Standard	School/University	Year
B.Com (Correspondence)	Delhi University	2017
Course	Basic Computer Course	2014
XII Class	CBSE Board (N. P Bengalis Girls Sr. Sec School)	2014
X Class	CBSE Board (N. P Bengalis Girls Sr. Sec School)	2012

Employment Experience

1. Company: Dicor Infosystem Pvt Ltd.

(Feb2020 to April 2020)



Working as “Business Development Manager”

Company Profile: Dicor Infosystems Pvt. Ltd. founded in 2002 formerly known as Digital Solutions, DICOR stands for "Digital Institute of Computerized Operations & Research", Dicor Infosystems delivers product development, business solutions and services with specialized knowledge, rich consulting expertise and proven delivery framework. Dicor Infosystems is headquartered in New Delhi, the capital and heart of India, operates with a state of art development center. The track taken was not only offer and ensures high marketability but also to have wide range scalability for the services.

Team Size – 30 Employees

Designation: Business Development Manager

Key Responsibilities –

- Responsible for generation of IT Software leads from all over the India.
- Responsible to handling the 6 members lead gen team.
- Responsible for the sales of their own ERP, Asset, Inventory Management.
- New Data Searching from Monster, Naukri.com, LinkedIn, Google etc.
- Generate Leads for other customizable solutions.
- Attend online meetings with customer.

Achievements:

1. Generate 35 Positive leads.
2. Generate Business Revenue about Rs 5 Lakh.

**2. Company: Elite Mindz PvtLtd.
(October2019 to Present)****Working as an “Sr. Executive – Lead Gen.” (Team leader of Lead Gen. Team)**

Company Profile: Elite Mindz Pvt Ltd. is a software development company with a proven track record. Passionately engaged in providing best Software Development, Mobile app development, Technology Consulting, IT Outsourcing Solutions and Human Capital Management services with thier clients worldwide. They drive innovative and collaborative Project Management Systems to build the most professional, robust and highly scalable solution with almost 200+ IT professionals located at various locations. They’ve been bringing custom and platform-based solutions to large and midsize companies in Travel, Manufacturing, Healthcare, Banking, Retail, Education, Logistics, Automotive and many other industries.

Team Size – 200 Employees**Designation: Sr. Executive- Lead Gen. (Team Leader of Lead Gen Team)****Key Responsibilities –**

- Responsible for generation of leads from all over the India.
- Responsible to handling the 5 members lead gen team.
- Responsible for the sales of Learning Management Solution.
- Responsible for the sales of Human Resource Management System Solution.
- Responsible for the Sales of their own ERP Software.
- Responsible for the Sales of Assets and Inventory Mangament Solution.
- New Data Searching from Monster, Naukri.com, Linkedin, Google etc.
- Generate Leads for other In-house Solutions.
- Attend online meetings with customer.
- Coordinate with customer for all aspects of the selling process.
- Qualifying Leads, understanding business requirement fixing demos with coordinated team.
- Making Quotations & Proposal for customers.
(Implementation, Upgrade, Support, License & Customization etc.)

Achievements:

- Generate 30 positive Leads in a month.
- Business revenue 7 Lakh.

**2. Company: Punjabbulls Technology Pvt Ltd.
(September, 2017 to September, 2019)**

Working as an **“ERP Inside Sales Executive, HR Admin & Personal Assistant to CEO”** since September 2017 – September 2019

Company Profile: Punjabbulls Technology Pvt Ltd. is a Microsoft Certified ERP Partner. Headquartered in New Delhi and Ludhiana as second command office with strong base in North India. Presence in New Delhi, Chandigarh, Ludhiana & Mumbai with development centre. 21 years’ experience in software solutions and domain expertise in Distributions, Retail and Manufacturing. First Partner in Punjab to give the local implementation/support on MS dynamics NAV, CRM, Tally & Relax ERP. Having 400+ customers and serving from last 22 years. **Team Size** – 30 Employees

Designation: ERP Inside Sales Executive

Responsibilities as „ERP Inside Sales Executive“-

1. Engaged in Generating new leads of Microsoft Dynamic Navision ERP & Tally ERP9.
2. Generate leads for other In-house Solutions of NAV & Tally both.
3. Responsible for Sale of Microsoft Dynamic Navision ERP & Tally ERP9.
4. Coordinate with customer for all aspects of the selling process.
5. Qualifying Leads, understanding business requirement fixing demos with coordinated team like Pre-Sales Head & Delivery head.
6. Making Quotations & Proposal for customers.
(Implementation, Upgrade, Support, License & Customization etc.)
7. Acquired Business for Microsoft Dynamic NAV ERP.

Achievements:

1. Acquired strategic Customers for Navision & Tally.
2. Generate business revenue nearby 1 cr. Within 2 years.

3. Company: G. R Bansal & Co.
(October, 2016 to April, 2017)

Designation: Data Entry Operator

Responsibilities:

- Coordinate with CA for Case letters writing.
- Prepare final Balance Sheets Profit & Loss A/c Statement.
- Prepare final Audit Reports.
- Prepare Computations.
- Maintain Records of all customers.

Personal Attributes

- Quick Learner
- Hard Working
- Proactive
- Good Listener
- Strong Analytical Skills

Personal Details

Father's Name: Lt. Srd. Sarjeet Singh

Mother's Name: Lt. Sdn. Preetam Kaur

Date of Birth: 20th March, 1996

Marital Status: Unmarried

Religion: Sikh

Languages Known: English, Hindi, Punjabi.

I Hereby declare that the above information is true to the best of my knowledge.

Place: New Delhi

Date:

Amandeep Kaur