**CURRICULUM VITAE**

**SUMIT PRABHAKAR CHOUDHARY**

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Permanent Address: 26 Bajoriya Nagar, Yavatmal.

Current Address: Pimpri, Pune.

**CAREER OBJECTIVE**

An extremely talented, professional and skilled Presales Consultant with diverse knowledge in providing comprehensive pre-sales support. Seeking a position as Pre Sales Consultant to enhance my skills and professional strengths in a renowned organization.

**PROFESSIONAL STRENGTHS**

* Possess in-depth knowledge of proposal making, bid management and collateral preparation.
* Possess excellent communication and presentation skills.
* Highly skilled in reviewing proposals, managing projects, providing estimates and recommending the best product solutions.
* Ability to handle complex tasks and exceed client expectations.
* Possess pleasing personalities and question-based selling skills.
* Possess excellent analytical and organizational skills.
* Ability to understand and capture technical as well as business requirements.
* Proficient in planning and handling customers.
* Goal oriented and ability to handle multiple tasks.

**PROFILE SUMMARY**

* **MBA (Information Technology).**
* Exposure in Business Development, Production Management, Project Planning, and related activities.
* Worked on projects with timely Execution and Delivery and achieved customer as well as vendor appreciation.
* IT project management, Requirement analysis, competitor analysis, Market analysis, SEO.
* A creative & open-minded person with the ability to follow instructions and willingness to learn.
* Possess an adaptable and flexible approach to work with good relationship building skill.

**ORGANIZATIONAL EXPERIENCE**

**AGS Technologies, PUNE**

August 15 to Present

**Presale Business Analyst (Business Development)**

**Role**

* Creating RFP’s for projects and understanding requirements.
* Preparing proposals for clients.
* Responsible for client acquisition and building client relationship.
* Understanding prospects requirements, discussing issues & aligning our IT offerings to it.
* Providing a road-map for customized solutions & products based on business unit needs.
* Extensive market research, setting up appointments and to create presentations and proposals.
* Planning and coordinating Email Campaigns, Sales Promotional Events.
* Conveying the company practices.
* Preparing case-studies, writing blogs, client references**.**

**Essensys Softwares Pvt. Ltd.**

Jan 15 – Aug 15

**Presale Business Analyst (Business Development)**

**Role**

* Market mapping and strategizing.
* Lead generation through job sites such as Upwork and Freelancer.
* Worked closely with customers on the technical requirements to provide technical solutions – Identified requirements, including technical details sufficient for product definition.
* Formulate an aggressive market strategy and scope of business considering current market needs and changing people habits.
* Meeting clients, collecting requirements, negotiating, and final approval.
* Monitoring daily project progress reports.

**LinguaNext Technologies, Pune**

Nov 12 – Dec 13

**Quality & Business Consultant**

**Role**

* Worked as technical/business consultant for product **Lingufy.S** for Central Bank of India (HRMS).
* Performed competitive analysis.
* Bug reporting and management.
* Client issue handling.
* Performed PoC’s for clients.

**COMPETENCIES AND SKILLS**

* Strategy planning and execution, business development.
* Market segmentation and business expansion strategy
* Client interaction, market research – size, share and trend.
* Organized, self-motivated, people-oriented, goal driven, energetic
* Market intelligence, market development

**EDUCATIONAL SUMMARY**

* Master in Business Administration (MBA-IT) from Pune University in year 2012.
* Bachelor’s degree (BCA) from Amravati University in year 2009.
* H.S.C. from Darda junior college in year 2006.
* S.S.C. from L. B. Aney Vidyalaya in year 2004.

**EXTRAMURAL ENGAGEMENTS**

* Attended NSS camp organized by “Saint Gadge Baba Amravati University”.
* Participated in National Seminar on “Emerging Trends in Information Technologies” organized by IndSearch.
* Attended Blood Donation camp in college.
* Participated actively in sports events.

**PERSONAL DETAILS**

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| **Date of Birth** | : 10-January-1989 |
| **Permanent Address** | : 26 TULJAI, Bajoriya Nagar, Yavatmal, PIN - 445001 |
| **Father’s Name** | : Mr. Prabhakar P. Choudhary. |
| **Mother’s Name** | : Mrs. Nirmala P. Choudhary. |
| **Marital Status** | : Single |
| **Hobbies** | : Cooking and Gardening. |
| **Strengths** | : Optimistic, Confident, Quick Learner. |
| **Languages Known** | : English, Hindi and Marathi. |

**DECLARATION**

I hereby declare that the information given above is true to the best of my knowledge & belief.

**Place:** Pune **Sumit P Choudhary.**

**Date:**