Ashish Srivastava

Linkedin Profile: http://in.linkedin.com/in/ashishsri89/

E-Mail: 563j.ashish@gmail.com
Mobile: + 91-998-657-2795

Seeking assignment in Business Development/Sales with a growth oriented organisation in Software / IT Services / KPO industry.

SYNOPSIS

➔ **Business development professional with experience in Sales operation, Client Relationship Handling and Business Development with expertise in Oracle R12 & ERP application and Microsoft Dynamics CRM.**

➔ An individual with a proactive attitude, capable of thinking in and out of the box, team management skills, generating new design solutions and ideas, executing and implementing strategies.

➔ **Bachelor in Science** with specialization in Biotechnology & Biochemistry from Bangalore University.

➔ Gathered fair knowledge and understanding of **IT software (products) and services companies**.

➔ Business Development professional with broad experience in all aspects of **B2B sales, inside sales, pre sales and business development strategies.**

➔ Strong analytical and organisational abilities; possess a flexible & detailed oriented attitude.

➔ Adaptable and a quick learner; possess skills to work under pressure.

Professional Experience

Business Development Executive (August 2013 Till date)
DreamOrbit Softech Pvt Ltd, Bangalore

Job Responsibilities:
➔ Having hands on experience in Cold calling, making meaning full interactions, understanding the requirement, RFI/RFP, and consultative selling with decision makers with CXOs'.

➔ Helps customers address their business challenges by providing solutions around Microsoft ERP and CRM systems

➔ Building Sales pipelines and making timely follow up's to close deals in coming quarters.

➔ Solution Sales Specialties:

• Microsoft .Net Platform and Cloud Solutions (Window Azure)
• Microsoft Dynamics (AX, NAV and CRM)
• Big Data/ Hadoop
• Enterprise Mobility (iOS, Android, Window 8, HTML5)

OA Analyst (August 2011- August 2013)
Oracle India Pvt Ltd, Bangalore

Job Responsibilities:
➔ Consulting with OEM customers, understanding their business requirements and working with sales team to convert the opportunity into a full-fledged deal by advising the right products and generate leads.

➔ Have played crucial role by proactively working with customers and sales to close million dollar deals.

➔ Have worked with Suppliers, Buyers, Logistics, Accounts Receivable, Accounts Payable, Install Base, Booking and other related teams to complete the SCM/Sales cycle.

➔ Understanding customer satisfactions and prioritizing operations quickly and handling high priority deals with gaining approvals from VP and Directors.

➔ Analysing and validating PO (Purchase Orders), OD (Ordering Document) and Quotes.

➔ Developed and maintained competitive intelligence internal portal to help Oracle resources with relevant information with regards to high performance HW server's products.

➔ Have been involved in resolving post sales/Booking issues like Returns, Replacements, Change, Cancellation and Redirect shipments.

Academic Credentials

2011   **B.Sc. (Biotechnology)** from Bangalore University. Secured 79% marks. Ranked among the top 5% of the class.

2006   **H.S.C. (Science)** from Army School. Secured 63% marks.

2004   **S.S.C. (CBSE)** from GN National Public School. Secured 71% marks.

Additional Qualification

Title	:	**DIPLOMA IN BIOINFORMATICS**
Organization	:	**Eauclaire Institute, Wisconsin, USA**
Duration	:	July'08-May'13

Beyond Curriculum

➔ "C" Certificate Holder of NCC as CSUO of 9 Karnataka Battalion.
➔ Member of Organizing Committee, Hospitality, and Convocation 2010-2011.
➔ Participation in Social work, Dance and Sports.
➔ Winner of several debate and elocution competition at school level.

Professional Achievements

➔ Have received many appreciation mails from senior management and customers.
➔ Became a Trainer in Boot camp as well in the process.
➔ As a Successful trainer became the member of "Train the Trainer Program".
➔ Have done a Project on "Sales and WWOPs forum."
➔ Received an Award called YAR(You Are Recognized) in Oracle within 6 months of joining.
➔ Work with AIT team for full in all patches for R12 application.
➔ Critical resource for reporting team.
➔ Active participation for process improvement and cost saving.

Personal Dossier

Date of Birth	:	28th December, 1989
Address	:	#23, 1st Block, RM Nagar, Bangalore-560016
Linguistics	:	English and Hindi
Software skill	:	MS Office, Oracle ERP and R12, Microsoft Dynamics CRM.