

# Tribeni Devi

## BUSINESS DEVELOPMENT PROFESSIONAL

### PROFESSIONAL SUMMARY

Business development professional with more than 6 years of experience in the business development processes. Specialized business development manager for Cyber Security, Cloud Security, Information Security and cyber security consulting services.

### COMPETENCIES

Strong communication and interpersonal skills. Accountable, people skills-ability to lead and manage. Highly organized and pays attention in detail. Strong sales closing skills.

### EDUCATION

Bachelor's in arts- 2011- Mangalore University  
Master of Business Administration- 2013- ISBM

### PRODUCTS WORKED ON

Cloud computing  
IOT  
Cyber Security, Info Sec  
AWS  
EC-Council  
Cisco  
Microsoft  
Mile2  
Oracle  
Bigdata

### APPLICATION SKILLS

Excel, Word, Outlook & Powerpoint

### ACHIEVEMENTS | ROLE | TARGET | CLIENTS

1. Responsible for a revenue target of AED 1 m annually
2. Highest no of outbound calling ,120 calls per day max
3. Achieved 115% of target year 2017.
4. Biggest sales achievement - Revenue achievement of AED 190,000- from a single account -Abudhabi National Exhibition Company-ADNEC, Abudhbai, year 2018
5. Revenue achievement of USD 23,000 from a single account- GE Technologies Dubai, July 2019
6. Clients handled in MENA -more then 100
7. Client types : SME - 50+, Corporates 35+, Multinational accounts 15+
8. Industry Clients- Oil and gas, IT companys, Hospitality, Construction and travel etc
9. Handled a sales team of 5
10. Responsible for budget and P&L management

### WORK BACKGROUND

#### Business Development Manager

Hippo Cyber Institute - Suncyber LLC | Oct-2018-present

TRAINING PRODUCTS - CYBER SECURITY, CLOUD SECURITY, INFORMATION SECURITY

SERVICES- PHISHING EXERCISE, GAP ANALYSIS, VAPT, RECOMMENDATION IMPLEMENTATION, INCIDENT MANAGEMENT & CYBER INSURANCE.

Developing and implementing new sales and marketing plans to define the strategy. Handling accounts in Middle East and Africa Region. Constantly research the products in demand and suggest new execution plans. Handling to improve the customer service level. Ensure that new clients grows into a loyal customer by implementing new loyalty programs. Generate new business and manage the pipeline to achieve the monthly targets. Generate new leads to achieve the revenue through corporate trainings and Security Consulting services such as GAP Analysis and VAPT.

#### Account Manager

New Horizons Training | May 2016-May 2018

PRODUCT- CISCO, MICROSOFT, VMWARE, CYBER SECURITY, COBIT, ISO PROGRAMS , AGILE, CITRIX, IOT, BIGDATA, IBM, AWS ETC

Identified and developed new business opportunities in the MENA region. Worked on the assigned accounts and build new accounts. Convert leads to the opportunities, pipeline generation. Keep Sales activities updated. Composed proposals and raised quotations. Generated sales reports. Maintained a smooth relationship with the new and existing clients.

#### Sales Executive | (training and exam administrator )

Sanisoft Information Technologies | April 2014-April 2016

PRODUCT- CISCO, MICROSOFT AND ORACLE PROGRAMS

Sell Cisco and Microsoft training programs to the corporates and IT professionals in the MENA region. Lead generation through various sources and convert them into opportunities. Generate revenue for the center and involved in sales and marketing activities. Maintained customer relationships. Conduct and monitor all the Pearson and Prometric exams.

#### Sales Executive

Adeptpros IT Solutions | Genius Port | Jan 2012- Feb 2013

PRODUCT- IOS AND ANDROID APP DEVELOPMENT PROGRAMS

Market research on people's awareness of mobile applications through online forms. Convert leads to the sales. Counsel people to enroll for the courses and help them to understand the career opportunities for the app developers. Responsible for enrollments and collections.

#### Customer Acquisition Executive

IFrankfinn Institute of Airhostess Training | Jan 2011- Jan 2012

AVIATION AND HOSPITALITY PROGRAMS

Visit schools and colleges to promote the aviation and hospitality courses. Telecalling to the leads provided and invited the prospects at the center. Conduct center presentations. Work with team to achieve the monthly targets.

### ADDRESS

Dubai, Al Mankhool, Mobile : +971 50 941 9660, email :- tdtriveni1@gmail.com