



ANKESH VIBHU

PRE-SALES & BUSINESS DEVELOPMENT



ABOUT ME

Experienced, detail-oriented Pre-Sales & Business Development professional targeting a position with a reputed organization for mutual growth.



PROFILE SUMMARY

- A result-oriented professional with 7+ years of experience in Business Development; currently working with CYIENT
- Developed and maintained "value added" working relationships with both internal and external stakeholders, including other Business Development team members, Account Executives, Sales folks, Proposal Managers and Delivery Team in order to ensure effective, efficient, and integrated implementation of business development strategies
- Perform in business development to grow Digital business while assisting in pre-sales level configuration diagrams, and technical support in sales calls, solution presentations, and helping the Enterprise Account Executive with managing the deal cycle
- Effectively identify new targets for sales and marketing
- Technical knowledge: understanding of industry 4.0 technologies, Internet of Things, AR/VR, Robotic Process Automation, Mobile Technologies, Cloud Computing and other digital services
- In-depth knowledge of global delivery around Web & Desktop Applications, Enterprise Mobile Applications, Data Analytics, Cloud Services, IoT and solution expertise in Domains with multi vertical experience: IP, Medical, ISV, Automotive & Process Engineering
- Capable of integrating different domains and services
- Expertise in managing & delivering indirect revenue targets of USD 1M+, supporting all the geos (NA, EU, RoW) in areas of digital innovation, digital strategy, & solution selling
- Proven success in developing new business and managing sales cycles, generating leads and closing deals while developing strong client relationships. Independently prepared presentations and collaterals as per the service requirements for customer and marketing needs



ACHIEVEMENTS

- Member of Youth Advisory Board to COO (YABC - LTTS)
- Bagged "Employee of the Month" award in 2016 & 2017 for outstanding performance (LTTS)
- Appreciated by internal & external stakeholders multiple times (LTTS)
- Technical Paper Qualification for Presentation in '18 and '19 (LTTS)



EDUCATION

UPES Dehradun, Uttarakhand
B. Tech. in Geoscience Engineering, from UPES, Dehradun
2010-2014

CONTACT



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SOFT SKILLS

1

ACHIEVER



2

LEARNER



3

MOTIVATOR



4

TEAM LEADER



5

THINKER



6

ANALYTICAL



7

COMMUNICATOR



CORE COMPETENCIES



Business Development



Revenue Growth



Digital Solutions



Market Research & Competition Analysis



Sales & Marketing



Pre-Sales Process



Business Strategies



Consulting

HOBBIES

COOKING

Cooking, helps improving time management and enhance productivity



PUBLIC SPEAKING

Public Speaking, helps in networking and finesse my storytelling skills



LANGUAGES

English

95%

Hindi

90%



WORK EXPERIENCE

CYIENT

April 22 – Present,
Manager, Pre-Sales &
Business Development

CYIENT

April 2022 - Present

MANAGER - PRE-SALES & BUSINESS DEVELOPMENT

LEAD, PRE-SALES & BUSINESS DEVELOPMENT

Jan 2021- April 2022

July 2018 - Dec 2020

SENIOR EXECUTIVE - BUSINESS DEVELOPMENT

BUSINESS DEVELOPMENT EXECUTIVE

Dec 2016 - June 2018

Nov 2015 - Nov 2016

EXECUTIVE TRAINEE - BUSINESS DEVELOPMENT

EXECUTIVE TRAINEE - DOMAIN

May 2015 - Oct 2015

L&T Technology Services

Career Growth

Key Result Areas:

- Led a team of 4 junior pre-sales members to deliver assigned responsibilities
- Planning sales strategies, the positioning in contrast to the competitors and the demonstration of the business
- Preparing presentations about the products or services with all their values for the usage of the Sales Department
- Researching and assessing potential business opportunities and developing value propositions
- Assisting prospecting team in generating leads and opportunities through outbound, strategic and targeted prospecting
- Prospecting into both cold accounts as well as into new groups, & divisions of existing customers setting of appointments for territory sales team
- Maintaining a high level of industry, organisation, product and service knowledge to transfer knowledge to customers and prospects
- Defining and implementing a structure of managing opportunities; First Client Meeting / Solution Pitch / RFP Response / RFI Response / Presentation
- Understanding softworks business focused vertical solutions & communicating to potential new customers and prospects
- Driving pre-sales process from qualification to submission, as well as post-submission activities
- Collaborating with technical team to submit proposals for various bids/RFPs/RFIs/RFQs
- Creating presentations that present compelling value propositions for specific service opportunities
- Working closely with Practice Heads & Sales Team to produce necessary collaterals and maintain the existing collaterals