

# Tushar Varshney

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Tusharvarshney93@gmail.com

<https://www.linkedin.com/in/tushar-varshney-0a941297/>



Mob: - +91-7830160824

## Profile Summary

- An experienced sales professional with a demonstrated work history in technology consulting, business development, account management, client acquisition and product management for 3 years 10 months
- Adept in building customer relationships to help maximize productivity and profitability

## Professional Experience

**3 years 10 months**

### Sequaretek IT Solutions Pvt Ltd

#### Business Development Manager

**Dec 2018- Apr 2019**

- Responsible for selling of home-grown, state-of-the-art-products, based on artificial intelligence, machine learning and automation- Sequaretek's End Point Detection, Protection & Response (EDPR), Identity Governance & Administration (IGA) and Managed Detection & Response (MDR-SOC) to enterprise customers
- Built a funnel with 5 new opportunities with 60% conversion and handed over to management via customer engagement
- Helped customers secure their new enterprise perimeter, endpoints and identities, from known and unknown cyber threats

### SISL InfoTech Pvt Ltd

#### Assistant Product Manager

**Aug 2018-Dec 2018**

- Single handedly won 5 new enterprise customers generating approx. INR 2 crore revenue through sales of Microsoft Cloud (SaaS, IaaS & PaaS) (Azure & O365), Amazon Web Services & Microsoft Licensing (MOLP & CSP)
- Collaborated with account managers, sales team, channel partners and product specialists in order to drive the opportunity from initial probing stage itself till the closure
- Ensured proper designing of solutions and licensing with respect to usage and migration approach
- Successfully managed backend rebates to execute online marketing campaigns resulting increase in sales revenue

### PC Solutions Pvt Ltd

#### Senior Business Development Executive

**Jun 2015- Jul 2018**

- Responsible for Microsoft Cloud solutions (SaaS, IaaS & PaaS) (Azure & O365), Microsoft On-Premise (MOLP, CSP & EAS), Symantec, Adobe, Veritas, Citrix, VMware, Trend Micro licensing & mobility solutions sales to enterprise customers across industry verticals
- Won 20 new enterprise customers for the organizations and drove revenue of 5 crore INR (2017-18)
- Successfully managed 30 key accounts for potential business development towards target customers (Up sales, cross sales)
- Ensured proper arrangement of POC and technical sessions at the client's place for presentation of ROI of solution and accepting the case for closure
- Mapped and maintained relationship at all levels within the account's ecosystem including IT managers, IT heads, CIOs, consultants, advisors, and other key decision makers including C levels of the organization

## Internships & Live Projects

### ROINET Solutions Pvt Ltd

#### Marketing Intern

**Aug'19 –Jan'20**

- Worked in collaboration with the chief growth officer to enhance the company motives through strategies across India
- Designed the advertisement budget for the states across country where there is presence
- Handled the social media to increase footfall and visibility of the brand

### Admissions & Marketing, SOIL

#### Research Assistant

**May'19 –Mar'20**

- Responsible for increasing the admissions for the upcoming academic year via cold calls, lead generation, webinars and social media (Facebook, LinkedIn, Pagalgyu & Quora)
- Converted 6 fresh candidates apart from consulting many

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## Academic Qualifications

Degree	Institute	Year	CGPA / %
Post Graduate Program(PGPM) – Business Leadership (Marketing)	School of Inspired Leadership(SOIL), Gurugram	2019-20	Completed
Bachelor of Technology (EIE)	Krishna Institute of Engineering and Technology(KIET), Ghaziabad	2011-15	68.8
Class XII	ST.Fidelis School, Aligarh	2010-11	80.8
Class X	ST.Fidelis School, Aligarh	2008-09	88.8

## Extra-Curricular Activities

- **Social Innovation Program: “I AM GURGAON” NGO** – Worked as a volunteer, helping them with social media postings for all events including plantation drives, Samadhan hub creatures and flee market fests on Facebook, Instagram & Twitter
- **Student Chair & Founder– “Marketing Room”**-The official marketing club of SOIL

## Certifications

- Soft Skills for Sales Professionals - **LinkedIn Learning**
- Business Development Foundations : Researching markets & Consumer needs - **LinkedIn Learning**
- The Fundamentals of Digital Marketing - **Google Digital Garage**