**RAHUL LALWANI**

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**A highly talented and accomplished professional with experience in Presales and Operations**

PROFESSIONAL SYNOPSIS

Pre

Presales Manager  
With over two years of qualitative exposure in  
o Presales o Business Analysis o Research o Operations

* Experience in Pre-sales, Competitive Research & Analysis in the IT Industry and Education Industry.
* Proficiency in articulating customer pain areas into proposed IT solutions, calculating the optimum price and creating implementation plans for prospective clients in collaboration with Product Heads & Project Management Teams.
* Extensive experience preparing responses for RFP, RFI, RFQ etc
* Liaison with Domain / SMEs to develop collaterals to understand details of service / solution offering
* Bridging the gap between the sales team and the development team
* An effective communicator with excellent relationship building and processing excellent presentation skills, strong analytical skills, problem solving and organizational abilities.
* Creating a compelling value proposition for Products and Solutions across verticals by designing a developing solution on RFPs
* Good understanding of latest trends in IT infrastructure such as cloud services, Product as a Service (PaaS)
* Creating marketing collaterals like flyers, mailers, PPTs and other collaterals for presenting the product in the market
* Website development using WordPress
* Analytical skills using Excel, VBA and Tableau
* Experience in handling various roles like Operations, Presales, Business Analyst, Designing, etc. in start-up
* Possess a flexible and detail oriented organizational attitude
* A very good understanding of presentational skills for the client interaction
* Experience in giving presentation and demonstration to crowd
* Understanding the requirement of the workshop/event and represent the organization in that manner
* Research the need of market and present the product accordingly
* Keeping self and company aware of the competitors and their market presence
* Experience in performing HR related roles like, hiring, preparing offer letter, scheduling interviews, creating salaries, etc.
* Experience in crafting sales pitch and E-mail body for the sales personals to be used in the market
* Understanding and handling the work culture by bridging the gap between the employees and the management

PROFESSIONAL EXPERIENCE

Organization: Bhaskar Instructive Impetus Pvt Ltd  
Roles: Presales Manager  
Duration: July 2019 – Present

* Drive presales function and align it with the sales perspective to meet the requirement of the market
* Presales lead for products presentation and demonstration to educational bodies
* Preparing proposals and keeping the presentation updated
* Provide inspired leadership for the organization
* Make important policy, planning, and strategy decisions
* Develop, implement and review operational policies and procedures
* Assist HR with recruiting and other functions when necessary
* Help promote a company culture that encourages top performance and high morale
* Oversee budgeting, reporting, planning, and auditing
* Work with senior stakeholders
* Work with the board of directors to determine values and mission, and plan for short and long-term goals
* Identify and address problems and opportunities for the company
* Support worker communication with the management team
* Craft sales pitches for sales team
* Provide product knowledge support to sales team

Organization: Robotech Pvt Ltd  
Roles: Presales Manager  
Duration: June 2018 – February 2019

* Drive presales function and align it with the sales perspective to meet the requirement of the market
* Presales lead for products presentation and demonstration to educational bodies
* Develop the collaterals for all the products from the scratch
* Coordinating for many events like competitions, Workshops etc.
* Requirement gathering from clients to customizer the offering in proposal
* Analysis of new products and strategizing the introduction of these products in the market
* Preparation of various proposals of various offerings
* Craft sales pitches for sales team
* Provide product knowledge support to sales team
* Conducting meetings and presentations to share ideas and findings.
* Performing requirements analysis.
* Documenting and communicating the results of your efforts.
* Effectively communicating your insights and plans to cross-functional team members and management.
* Gathering critical information from meetings with various stakeholders and producing useful reports.

Organization: Prospecta Software Pvt Ltd  
Roles: Presales Consultant  
Duration: June 2017 – April 2018

* + Drive pre sales function and align it with sales to generate new business opportunities and revenue generation
  + Working with the sales team to qualify the lead for the final discussion
  + Scope discussion with Customer and arriving at consensus on scope
  + Formulate Comprehensive Proposal close plan
  + Understanding customer requirements, business problems and objectives and develop sales oriented solutions while responding to RFP/RFQ
  + Requirement gathering and generate flow charts for current and proposed system.
  + Understanding the customer’s core needs and building relationships that provide value
  + Providing solution leadership and commercial guidance during the solution development process to ensure customer requirements are met in cost effective and timely manner

SCHOLASTICS

* + MBA (IT & Marketing) from Amity University 2017 Batch
  + BE (Computer Science) from Pune University 2015 Batch
  + Additional:
    - Digital Marketing Course from Hi-Aim, Delhi, 2018
    - Business Analyst Course from iBAT, Pune, 2019

TECHNICAL SKILLSET

* + CMS tool – Wordpress
  + Basis SQL
  + Tableau
  + Advance Excel
  + VBA
  + Microsoft Office:
    - Word
    - Excel
    - Publisher
    - Power point

PERSONAL DETAILS

Date of Birth : 04th March 1991

Place of Birth : Delhi

Marital Status : Single/ Un-Married

Languages Known : English, Hindi, Spanish (Beginner Level)