**Sumit Kumar Ojha**

**Pre-Sales Executive cum Project Coordinator**

**Phone No. –** 09654321444/07278534883, **E- mail id-** sumitojha76@gmail.com

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| SUMMARY |
| To be a part of an organization where I can learn some requisite skills to develop my professionalcareer and utilize my inherent talent, smart work & skills which will be valuable for the organizationwhere I will work.  |
| HIGHLIGHT |
| * Project coordination
* Requirement Gathering
* SLA
* Client Interaction
* Client Account Management
* Presales
* Demo
* Presentation
* Proposals
 | * Bid Management
* RFP, RFI
* BOQ
* Agile Methodologies
* Use of Wireframe tool
* Stakeholder Management
* MS-Office
* Communication
* SDLC
* Team Player
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| EXPERIENCE |
| * 12/12/16-

Current |  **Pre-Sales Executive cum Project Coordinator** **Senrysa Technology Pvt Ltd- Kolkata, India*** Project co-ordinating.
* Requirement Gathering.
* Communication
* SDLC
* Agile Methodologies
* Client Account Management
* Proposals
* Demo
* Presentation
* SLA
* Stakeholder Management
* Presales
* RFP, RFI
* Bid Management
* BOQ
* Client Interaction.
* Use of Wireframe Tool.
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| * 14/01/13-

31/08/13 | * **Product Executive**

**Vriti Infocomm Pvt Ltd- Noida, India*** Proof reading of e-books.
* Develop the content of computer science.
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| * 14/06/15-

30/07/15 | * **Internship**

**Share khan- Delhi, India*** Post sales services.
* Handling CRM operations.
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| EDUCATION |
| * 2016
 | * **MBA** in **Marketing & International Business**

Northern India Engineering College, Delhi |
| * 2013
 | * **B. Tech** in **ECE**

 Bhutta College of Engg. & Technology,Ludhiana(Punjab) |
| * 2009
 | * **ISC- Science**

Indira Gandhi Memorial Senior Secondary School, Kolkata |
| * 2007
 | * **ICSE**

Indira Gandhi Memorial Senior Secondary School, Kolkata |
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| Project Handle |
| * United Bank of India – RRBs (Financial Inclusion Project)
* Coordinates with the official at PMO for implementation of module.
* Requirement Gathering.
* Timely delivery of module.
* Client Interaction
* SPOC
* Bid Preparation and submission

 * Integrated Automated Financial Software Solution for WBMDFC
* Coordinates with client, internal team members & senior management for timely delivery of the project.
* Client interaction.
* Requirement Gathering.
* Stakeholder Management.
* Client Account Management.
* BRD.
* SPOC.
* Project documentation.
* Looking after delivery of software.
* Bid Preparation and submission.
* West Bengal Public Distribution System
* Coordinate with Department and Stakeholders for Distribution of Devices.
* To provide Training to the FPS owners.
* Bid preparation and submission.
* West Bengal State Co-Operative Bank
* Coordinate with department and stakeholders for supply & installation of devices.
* To provide training.
* Timely delivery of services and execution of project.
* Stakeholder Management.
* Client Account Management.
* To solve the query of the department.
* To follow up for payment.
* Bid preparation and submission.
* Akola District Central Co-Operative Bank
* Timely delivery of project.
* Co-ordinate with the team for execution of project.
* Client Account Management.
* Bid preparation and submission.
* Online Liquor Delivery (BEVCO)

Bid preparation and submission.* CRM (In house)
* Coordinates with developer for inhouse CRM development.
* Coordinates with senior management for developing the CRM.

AFFILIATON |

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| * Internship at Sharekhan.
* 2 months training on Advance Networking at HCL CDC, Kolkata.
* Training on soft skills.
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| PERSONAL INFORMATION |
| **Sumit Kumar Ojha** Date of Birth: 26/09/91 Gender: Male Father Name- Chandrika Ojha Mother’s Name- Usha Devi Language – English, Hindi, Bengali**Present Address-** 23/1b/h/5, Cossipore Road, Kolkata- 700002**Permanent Address-** Same as Present Address |