

**Summary**

- 3+ years of experience at Aeris Communications across Pre-sales, Business Development, Business Operations, Solutioning and Program Management
- Experience in managing end to end sales cycles, ownership of the client from requirements elicitation to after sales support interacting with all the relevant stake holders.
- Defined solutions strategy and roadmap for multiple customer across FMCG, CPG, Retail, Manufacturing domains.
- Joined Aeris Communications as a fresher within the Pre-Sales team; supporting the team for Inside Sales and eventually transitioned into core Sales Engineering and Pre-sales roles within 2 months.
- **Domain Expertise:** IoT, Asset Tracking, VTS, Personnel Tracking, Pharma & Vaccines, Sales Force Automation Solution
- **Industry Exposure:** FMGC, Automobile, Electric Vehicle, Railways, Government & Public Sector, Social Sector, Logistics and Last Mile Delivery Business.

**Day-in-Life****Pre-Sales**

- Bid Management and Proposals - Responding to RFPs, RFQ, RFI, Solution Fitment Identification, Solution Designing
- Requirements gathering, managing client expectations across solutions, primarily providing advisory & consulting services to the client.
- Working with the Hardware, QA, Software and Connectivity Teams to understand the solution fitment and draft solution proposals
- Development of detailed business cases for each of the identified technology adoption and rollout scenarios

**Post – Sales Customer Management**

- Oversee IoT Device Installations with the field services team, managing schedules, routes. (YTD 185+ Devices in 3 years)
- Managing testing and troubleshooting of in-field devices
- Post Demo/POC – Hardware Recovery
- Incident & Grievances Management – Acting as a level-1 SPOC for customers queries and incident management.
- Coordinating with Software, HW and Solutioning teams to provide resolution to customer issues.
- Managing Collections and Accounts Receivables

**Select Projects & Achievements**

- **Inside Sales, Lead Generation & Nourishment:** Identifying Leads, creating an initial contact with the account, delivering product description, specifications, Product pitch & lead nurturing → **Created a pipeline of ~4Cr INR within first 4 months.** *Focus Solution: Smart School Management* (RFID based Attendance Tracking, Real Time Tracking with School Premise, Student – School – Parent Collaboration across Mobile Application and Web Platform. Region: India)
- **Personnel Solutions Development and Testing for Indian Railways and for Town Panchayat, Karunguzhi, Tamil Nadu** - Ownership of the client from requirements elicitation to after sales support interacting all the relevant stake holders for Web Portal and Mobile Application development.
- **Cold Chain Monitoring and Personnel Tracking for NGO in South Africa** – Real time temperature monitoring and tracking of Cold Boxes in-field (Data Loggers) and Personnel Tracking using VTS devices.
- **Extensive Pre-Sales and Post-Sales Support across multiple VTS & Personal Tracking solution customer across India**

**Academics:**

Qualification	College / University	Year of Passing
MCA	Thapar University	2015
BCA	Panjab University	2012
12 <sup>th</sup>	PSEB	2009
10 <sup>th</sup>	PSEB	2007