**Nishant Bhardwaj**

Mob: +919945851011 ⬩ Email: nishantbhardwaj289@gmail.com

**ICT professional**

*Presales consultant ~ Project Management ~ Tender/RFP/RFI Bidding ~ Sales (Channel & Direct) ~ Training ~ Account & Vendor Management*

**Synopsis:** *Professional with an Engineering Degree in Electronics & Communications, have 6 years of performance and number driven techno commercial exposure in unified collaboration solution, Video & Audio Conferencing, SaaS and AV products.* *Possessing sound business acumen in presales and client engagement.*

**Key Strength**: *Domain Technical Understanding, C Level Presentation & POCs, Solution Selling, Training, Strong Follow up.*

**Work Exposure:**

* Working Experience in Domestic & Global environment
* Client Meeting/ Requirement elicitation/ Presentation/ POCs/ Solutioning & Commercial/ Deployment & Training/ Customer Onboarding & Order Renewals
* Coordinating with the people within the organization and vendors in all the time zones***.***
* Technical Expertise in Unified Collaboration Solutions/ SaaS Products/ Video & Audio Conferencing/ AV Solution and products.
* Transforming customer requirements into right solution with different integration scenario which is best suited commercially and technically.

### PROFESSIONAL EXPERIENCE

**Current Organization**

**TaraSpan Solution Pvt. Ltd.– Gurgaon (July-17 to Present)**

***Assistant Manager Pre-Sales***

Handling Pre-Sales Department (Unified Collaboration Solutions/ Video & Audio Conferencing/ AV Solution and SaaS products). My role is to manage requirement elicitation, technical evaluations, bid response, POCs and defining scope of work.

I closely work with pan India sales teams and other product/technical resources to assist them on product and solutions. Providing support for presentation, commercials to convert a sale. Managing OEM’s communication and engagement. Responsible for customer onboarding. Managing key accounts and maintaining service order renewals.

**Key Profile and Responsibilities - *Technical, Commercial and Operational Competencies***

* Accompany regional sales managers and government team on prospective customers visits & assist in identifying and qualifying opportunities.
* Develop winnable and profitable solution meeting the client's requirement by utilizing the full breadth of services to produce a quality, winning proposal.
* Technical solution architecting and designing mapping client requirements / Channels / Enterprise / Mid-Market team.
* Proposal walkthrough and solution presentation to customer IT team and senior management
* Understanding OEM products ranges, products architectures and specifications.
* Responding to RFP's, RFI and tenders for unified communication software and hardware solutions.
* Manage all customer trials, proof of concepts (POC), onboarding and provide technical documentation.
* Managing service, upselling and order renewals from existing accounts.
* Tracing defined SLA & escalation matrix criteria to meet user expectation.
* Managing OEM’s communication association and engagement (like BlueJeans, Zoom, Pexip, Polycom, Lifesize, Avaya, Panasonic, Crestron, Extron, Harman, Apart, Talkative, Mitel, Benbria etc.) with working knowledge of different solutions integration scenario
* Build technical expertise in the areas of Unified Collaboration Solutions/ SaaS Solutions/ Video & Audio Conferencing/ AV Solution and products and Understand competitive technologies, products and solutions.

**Previous Organization.**

**IXIVO Technologies Pvt. Ltd – Delhi (June-16 to June-17)**

***Pre-Sales Consultant***

**Key Profile and Responsibilities**

* Responding to RFP's and RFI for unified communication software and hardware solutions.
* Costing, and pricing for the opportunity keeping in view competition, market price and win-ability.
* Provide support to the sales organization to renew and develop business.
* Liaison with relevant senior management in service delivery, sales and Implementation to ensure that the bid sign-off procedures are adhered to.
* Coordinate with domain/practice teams to architect solutions, ensuring the right proposition for the business problem / requirement.
* Providing awareness & technical expertise to the sales team and clients throughout the service sales cycle.
* Communicate with OEMs to ensure a thorough understanding of all new releases of products and services.
* Conducting regular training workshops for Sales team on various technologies and products.

**Panasonic India Pvt. Ltd. – Bangalore (March -15 to June-16)**

***Presales – System Solution Division***

***General Management***

* Worked in South India Region and responsible for Panasonic HD Visual Communication Product and Solutions.
* Inclined to work with customers and partners in Solution pitching with special focus on Collaboration, hardware based and hosting solutions.
* Providing presentation/training/POCs/sales pitch to customers and partners with objective to convert them from requirement to order.
* Working closely with Vendors and partners

**Key Profile and Responsibilities**

* Explaining the Infra and hardware requirement by making proper solution description
* Cap-Ex/Op-Ex Optimization to develop competitive commercials for Solutions.
* Managing the Key Manage System for entire south India region.
* Managing partner development across the region.
* Tenders/RFP/RFI bid response with technology & Solution diligence.
* Team and competency building activities with Sales team.
* Developing case Studies on executed projects and publishing the same across Business groups
* Strategic Planning for the product pitching and solutioning as per the verticals.
* Working with Project partners for monitoring of the project as per the solution
* Ensures the delivery of solution with the right service level of agreement.
* Working closely with sales for business mapping and funnel creation.

**Presentation People – Delhi (Aug-13 to Oct-14)**

***Pre-Sales Executive***

**Key Profile:**

* Present technology, proposals and solutions to the customers.
* Preparation of technical proposals / write- ups and technical bids.
* Preparation of Bill of materials and statement of works for technical solutions and proposals.
* Solutions designing of collaboration solution like audio conferencing, video conferencing & Web conferencing.
* Conducting proactive solution workshop at the customer premises for technology & product awareness.
* Working closely with sales for business mapping and funnel creation.

### PROFESSIONAL TRAININGS / WORKSHOPS ATTENDED

* Attended Various Training Program of associated OEM’s solution & technologies
* Video Endpoints Technical Certification RPEOT200
* RealPresence Solutions Technical Specialization RPSIT300
* RealPresence Clariti Technical Certification RPCOT200
* SE for BlueJeans Meeting & Microsoft Teams Gateway
* Certified Lifesize Technical Specialist (LTS)
* Harman Certified Audio Associate | Design
* Barco Clickshare Sales Professional

### ACADEMICS

* **Bachelor of Engineering (Electronics & Communications),** Uttarakhand Technical University, 2013

### PERSONAL PARTICULARS

* Date of Birth: 28th Sep,1991
* Languages Known: English, Hindi
* Easily adaptable to changing scenarios with quick learning.
* Powerful desire to learn new concepts and techniques.
* Capable of taking initiatives for self and organization’s growth.

### Declaration

I hereby declare that all the above-mentioned details are true to the best of my knowledge.

Date: 29/06//2020 (**Nishant Bhardwaj)**