



WORK EXPERIENCE

Client Onboarding Specialist Salesforce

01/2024 - Present

Bangalore

Achievements/Tasks

- Responsible for onboarding and educating Salesforce customers about our highest level Success plan.
- Working closely with our Sales, Success, and Delivery teams to clearly define focus areas for the Signature Success plan and how they align with Customer needs.
- Utilizing the essential information gathered, tailor each onboarding experience to align with immediate customer impact areas and identify future focus areas.

Senior Associate Consultant - Value Design

Infosys BPM

06/2022 - 01/2024

Bangalore

Achievements/Tasks

- Understand and translate client requirements into an innovative feasible business solution.
- Managing and anchoring client requests (RFP/RFI) and liaising with internal stakeholders, and providing Industry expertise and Point of View.
- Understand various elements of resources, different processes and best practices of project management and cost in order to manage project within budgeted cost and resource limits.

Senior Learning Consultant

Great Learning

05/2021 - 05/2022

Bangalore

Achievements/Tasks

- Part of first 5 members in sales team responsible for establishing business for new product in North American market.
- Catering to the working professionals in European Market for Data Science, AI & ML programs in collaboration with MIT and UT Austin.
- Responsible for training newly hired associates and helping them with community outreach in US and European market.

Business Development Associate

InterviewBit Software Services

08/2022 - 06/2021

Bangalore

Achievements/Tasks

- Perform in-depth analysis of client requirement and mindset to identify sales opportunities. Build and foster relationship with client and patiently solving dynamic problems faced by client.
- Responsible for originating new business via cold calls, referrals and networking. Constantly ensuring completion of bi-weekly targets.

SKILLS

Teamwork

Leadership

Project Management

Strategic Communication

Excel

Multi-Tasking

Interpersonal skills

Sales

Presentation skills

Organisation skills

Solution Design

Adaptability

Problem Solving

Customer Service Excellence

PERSONAL PROJECTS

Tata Motors Commercial Vehicles BU - Technical Intern
(07/2019 - 12/2019)

CSIR National Physical Laboratory - Summer Intern
(05/2016 - 06/2016)

LANGUAGES

English

Full Professional Proficiency

Hindi

Full Professional Proficiency

INTERESTS

Cooking

Travelling

Painting

EDUCATION

B.Tech (Mechatronics)

Banasthali Vidyapith

07/2016 - 07/2020