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D.O.B: 17th Aug, 1993

# Prem chandu



## OBJECTIVE

To get associated with the company, where I can utilize my skills and educational background to gain further expertise, and enhance the company's productivity and reputation.



## CORE COMPETENCIES

Solution building, Market Research, Sales Forecasting, Business Development, Managing Leads, Proposal Writing, RFP/RFI Responses, Industry Analysis, SWOT Analysis, Risk Management, Bid Management, Team Management, Strategic Management, Product Management, Project Management, Six Sigma, Information Technology & Telecom industry, Communication



## EXPERIENCE

### Area Sales Manager | Compuage Infocom Ltd; Hyderabad

01/09/2020 – Present

(Presently working)

- Handling sales for **Microsoft Azure & Acronis** cloud business in Telangana and Andhra Pradesh States.
- Prospecting for new accounts that provide Cloud Services across all verticals. Engage in business discussions with the partners to understand their business environment, requirements and issues.
- Reaching monthly and quarterly targets. Monitoring sales team performance, analyzing sales data, gaps, periodical forecasting and reporting to zonal heads.
- Build Cloud roadmap for the organization and suggest appropriate solutions in consultation with pre-sales / technical team and cloud adoption.
- Planning & Strategizing marketing activities with the Marketing and Channel teams for the end users and channels.

### Pre Sales & Bid Management Executive | Pert Telecom Solutions Pvt Ltd; Gurugram

01/04/2019 – 31/08/2020

(16 Months)

- Planning of Sales Strategies, the positioning in contrast to the competitors and demonstration of business.
- Working with sales management to fully qualify and manage the pre-sales/proof of concept/Value Engagements.
- Market research to find out new prospect customers and Product presentations to existing and new customers.
- Creating the solution and proposal ensuring compliance with customer requirements highlighting the company value proposition.
- Creating sales funnel and sharing with various stakeholders on regular basis.
- Taking care of End to End Bid management, Documentation, Compliance, Meetings with OEMs in response to request for proposal (RFPs) from customers.

## **Intern | Minfy Technologies Pvt Ltd; Hyderabad**

**01/04/2018 – 01/06/2018**

**(02 MONTHS)**

Project Title: Business networking with prospective clients via effective marketing tactics and multi-channel approach.

Role: Sales & Business development

- Prospecting and sourcing of new clients to pitch AWS products through cold calling, client meetings and promoting business online.
- Increasing sales through lead generation, marketing and corporate strategies.
- Creating presentations and writing market reports.
- Conduct Market research and company research regarding a specific industry or company, including market trends/opportunities, technology description, competitive landscape etc.
- Finding ways to expand product and services, evaluating business strengths and weakness, assessing reasons for any losses.

## **Assistant Business Developer | Lavenir Technologies; Bangalore**

**01/05/2016 – 29/05/2017**

**(13 MONTHS)**

- Market research to identify new business opportunities-including new markets, growth areas, trends, customers, products and services for improving sales & client base.
- Generate leads and cold calling prospective customers, appointment setup and closing deals.
- Understanding the needs of customer and communicating new product developments to them.
- Collaborating with sales and account teams to ensure requirements are met, such as sales numbers and profit goals.
- Monitor market conditions, product innovations, and competitors' products, prices, and sales
- Providing inferences of the data collected from the above step in daily, monthly and pipeline reports to the management.



## **Research Project**

Project Title: Digital Transformation in Non-Banking Financial institutions.

- Understanding the basic functionalities of NBFIs by a comprehensive study including gap analysis and current scenario.
- Identifying the areas in NBFCs which require Digital transformation e.g. Digital lending, Digital mortgage, Social media based credit rating etc.
- Introducing Digital Transformation approaches to enhance the pertaining areas of NBFC Sector.



## **Projects undertaken**

- RFID based truck tracking system in Ranchi based coal mines using Internet of Things (IOT) Technology.
- Selection of System Integrator for Madhya Pradesh Dial-100 Project Phase-II (2020-2025) On Turnkey Basis.
- Design, Supply, Installation, Commissioning and Services for Early Warning Dissemination System for Coastal districts of Maharashtra, Gujarat, West Bengal under NCRMP-II, Karnataka under NCRMP for Last Mile Connectivity.
- Master system Integrator for the Implementation of Integrated & Command Control Center and E-Governance based Smart City Solution at Bihar Sharif (Bihar) , Saharanpur City(Uttar Pradesh) and Surat (Gujarat).

- Selection of Service provider for Design, Implementation and Maintenance of Bengaluru Safe City Project for Bengaluru City police.
- One Time Purchase of Network Activity / Behavior Analysis Security Solution using Artificial Intelligence & Machine Learning on behalf of Haryana Police.
- Planning, Engineering, Supply, Installation, Testing, Commissioning & Annual Maintenance of Location Based System and its Integration with LIS System and Central Monitoring System(CMS) for BSNL 2G/3G/4G net in North, East, South & West Zones.
- Selection of Service provider for providing Emergency Response Services (108) across Andhra Pradesh.
- Supply, Delivery, Installation, Testing and Commissioning of SIM Locator for CBI Nepal.
- Design, Supply and Acquisition of Traffic volume control platform, operator revenues and Money Mobile Services for Republic of Congo.



## EDUCATION

**MBA- Marketing & Finance | Symbiosis International (Deemed University)**

Year – 2019 | Pune, Maharashtra

**B. Tech- ECE | Jawaharlal Nehru Technological University**

Year – 2016 | Kakinada, Andhra Pradesh



## SKILLS

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|---|--|---|
| <ul style="list-style-type: none"> <li>• Microsoft 365, Azure &amp; Acronis cloud sales Certifications</li> <li>• MS Office Suite</li> <li>• Microsoft Visio</li> <li>• C programming</li> <li>• Digital Marketing &amp; Risk Management certifications</li> <li>• Lean Six Sigma, ITIL, BSNL &amp; GDPR Trainings</li> </ul> | <ul style="list-style-type: none"> <li>• Strong Leadership Skills</li> <li>• Good Managerial Skills</li> <li>• Worked on Government E-procurement portals for Online Bid submissions.</li> </ul> | <ul style="list-style-type: none"> <li>• Good Logical thinking</li> <li>• Good Analytical Thinking</li> </ul> |
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## EXTRA-CURRICULAR & SPECIAL ACHIEVEMENTS

- Received Certificate of Recognition from Minfy Technologies for outstanding performance during the Summer Internship in 2018.
- Worked as an active member of a college-based social-technical group for three years (2012-2015). Where we organized and managed various events such as SUNRISE 2K14, etc.
- Received Certificate of Appreciation for achieving state rank 10 and district rank 4 in State/National Level Talent test held on 07/01/2007 by VISWABHARATHY FOUNDATION.
- Received Certificate of appreciable performance in 17<sup>th</sup> Inter State Mathematics Competition Test held on 31-12-2006 in Class 9<sup>th</sup>.
- Certificate for dance participation in Aarambah cultural event during 2<sup>nd</sup> year MBA in year 2018.