Contact

tulika.shome8@gmail.com

www.linkedin.com/in/tulika-shome-37071451 (LinkedIn)

Top Skills

PowerPoint

Microsoft Word

English

Languages

Bengali

Marathi

English

Tulika Shome

Account Manager at Dell Technologies

Telangana

Experience

DellEMC
Account Manager
July 2018 - Present
Hyderabad, Telangana, India

Tech Vedika
HR Executive
November 2017 - July 2018 (9 months)
India

• Identifying, qualifying, and securing business opportunities

• Meet potential clients by growing & maintaining the network and identifying the decision makers

• Research and build relationships with new clients

• Create a robust pipeline of opportunities

• Collaborating with sales and leadership to secure, retain, and grow accounts

• Coordinating business generation activities

• Coordinating with the internal team over client requests for proposals (RFPs)

• Answering potential client questions and follow-up call questions

• Maintaining short- and long-term business development plans

• Researching potential leads from business directories, web searches, or digital resources.

Out of interest I am also involved in blogging and article writing of the ongoing projects and actively managing the company branding enabling Tech Vedika being portrayed as best into handling niche requirements from the existing and new clients.

New Era India
Resource Executive
February 2016 - November 2017 (1 year 10 months)
Hyderabad Area, India

Currently I am associated with New Era (An EN World group company), a mid & senior-level executive search firm.I have been recruiting talent at senior and leadership levels.

Actively hiring for the positions in Hyderabad / Bangalore / Chennai / Delhi locations with giant E-Commerce and Product based Companies.

Software Development Engineer (SDE- 1, 2 and 3) - Excellent DS & Algo.
Senior Dev IC
QAE I & II - Automation Framework Development, excellent coding skills and building of Test cases.
Dev in Test (SDET)
Principal Engineer
Security Engineer
Senior Product Manager
Architect
Technical Program Manager
Software Development Manager
Senior Software Development Manager
Director of Engineering.

ICBM - School of Business Excellence
Student
July 2013 - April 2015 (1 year 10 months)

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Education

ICBM-SBE
PGDM, HR & MARKETING · (2013 - 2014)

LAD college
Master's of Science, Biotechnology · (2011 - 2013)

DAV Public
Higher Secondary, Physics, Chemistry, Biology. · (2003 - 2008)