

# Nikki Tiwari

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## Work experience

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**Searce**

**Feb 2019- August 2019**

Cloud Sales Consultant/ISR | Google Cloud

- As a Cloud Solutions Consultant responsible for helping Indian enterprises experience the most advanced and innovative business solutions. Transform the way business communicates and collaborates and will evolve in the future. Rapidly developing customer base in the North region beating defined sales targets and helping enterprises ride the cloud.
- Focus on initiating relationships with multilevel decision makers from CEOs MDs to IT heads. Software solution selling for products like G-Suite & Happier Work. Organized CXO L&L event at Google office Guru gram to achieve monthly sales targets. Delivered powerful presentations with an unforgettable impact followed by a customized proposal while working in conjunction with Field sales and Solutions deployment team. Assist marketing folks for Campaigns. Google relationship management. Timely invoicing forex calculations audit and collections till payment realization Fit Assessment. Customer success Management.

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**Bentley Institute Bentley Systems**

**July 2018 - Sept 2018**

Partner Account Manager | Virtual Sales Team

Worked as a Partner Account Manager with virtual sales team to generate leads for Regional managers for Academic Select Subscription, Bentley Institute Press and welcome backs. Preparing strategy to meet the Leads Target for India & South Asia region. Developing Network with professors and civil institutes to promote BI institute. Maintaining the existing client relationships. Arranging events in coordination with the Global Program management team. Updating marketing team for Knowledge Sharing on Social Media.

Completely instrumental in activities like – Lead Generation & Lead management, Introducing Bentley Institute to colleagues, Pitching Bentley’s software to college HOD’s and Uploading generated leads in Bentley’s CRM systems.

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**VSynergize Cloud Solutions**

**August 2016 - Dec 2017**

Sales Team Lead | Google Cloud & Zendesk

Worked as a Team Lead with the Sales team to identify and qualify Platform opportunities through a formal sales process. Conduct full technical discovery, identifying pain points, business and technical requirements, “as is” and “to be” scenarios. Right from lead generation to closure. End to end sales cycle responsibility.

Architect client solutions to meet gathered requirements.

Take full responsibility for the technical aspects of the sales cycle including general evangelism, introductory meetings, supporting bid responses, product and solution briefings, proof-of-concept work, and the coordination of additional supporting technical resources. Identify and handle key customer technical objections, Make recommendations on integration strategies, enterprise architectures, platforms and application infrastructure required to successfully implement a complete solution, providing “best practice” advice to customers to optimize Google Cloud effectiveness.

Assisting Sales staff in identifying and qualifying opportunities. Providing technical sales support by attending meetings, conference calls, providing technical web demonstrations. Provide in-house solution and product training to staff. End to End Sales Cycle knowledge having Managed 20 resources under my team , training, reports, accomplishment of targets. Google Relationship management.

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**Bluecoresys Pvt Ltd**

**Oct 2012 - July 2016**

**Business Development Manager**

Multiple level of engagement with product and perseverance at client level. Cold calling, Presentation, Feedback, Negotiation, events. Target completion, Uploading status, Reports. Digital Marketing, SEO, Website sales etc. Identifying prospects by various data sources/area mapping etc and building a strong pipeline for month on month conversions .Meeting Prospects to give presentations. To ensure smooth implementation of services for acquired clients and handover them to coverage team post activation. Perform CRM entry and also invoice and billing related documentation as & when required.

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**Education:**

M.B.A (Marketing )	Indira Institute Of Management	<b>(2010-2012)</b>
B.B.A (Marketing)	Swami Vivekananda College	<b>(2007-2010)</b>

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**Interests:**

Sales, Communication, Marketing, Public Relations, Cloud Evangelist & Team Worker.

**Certifications: Google Cloud Sales Certified Rep. (2016 - 2017)**

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[Sales Best Practices](#)

[Sales rep credential exam](#)

[Presenting G-Suite an Drive for Work](#)

[Sales Discovery](#)

**Achievements:**

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- Completed 250-hour comprehensive performance-based Leadership Development Programme by Stratecent Consulting (Negotiation, SPIN Selling etc.)
- **Imparta Sales Certified With A+ Grade in association with Harvard Business University.**
- Business Etiquette and Grooming Certified A Grade by Mr. Minocher Patel, Founder Director, Ecole Solitaire.

- Best Performer Award VSynergize
- Hosted Vision CXO 2020 at VSynergize
- Represented VSynergize in Google Cloud Summit 2016 & also in 2017.
- Hosted CXO L&L 2019 at Google Gurgram Office .

### **Extra-Curricular Activities**

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- Member of NGO called Lions Club(Event handling and raising funds)Aurangabad .
  - Successfully completed BLACK BELT in Kung Fu.
  - Gold Medallist in Nepal Kung Fu Tournament.
  - Won GOLD MEDAL in State Level Rifle Shooting Competition.
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