

**ISHI BINDAL**  
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## Objective

With a keen interest and experience of 2 year in Sales Consultant (Cloud), I am seeking opportunities to leverage my skills, knowledge and gain personal and professional development.

## Experience & Recognition

1) Towards Vision Technology Pvt. Ltd. (C-Zentrix) June 2017 - Present  
Current Designation: - Sales Consultant (Cloud)

### Responsibilities:

- Client Coordination is my major responsibility when comes to sales department.
- Identifying/Generating the new and potential international/domestic sales lead pitching them with our products services and solution and maintaining productive association with the existing clients.
- To deal with all types of sales activities including telemarketing and setting introductory meetings or qualified meetings or demo within each company.
- Preparing the lead reports for the lead generated.
- Understanding the product technically and discussing the same along with its architecture, integration, etc. with the pre-sales team.
- Proficient in using MS Office, MS Visio, MS Project, MS Excel etc.
- Successfully delivered new add-on requirements for existing application licensees
- Managing accounts where 20-30% of time includes travel to customer locations
- Engage with platform for demonstrations, IT Workshops and various trainings related to product and manage and respond to the sales support requests which indirectly contributes to the top-line growth of the organization.
- Working on ticketing system to manage daily tickets for the issues.
- I also take more specific forms like responses to proposals including: Solution Document and SoW (Scope of Work)
- Providing training to the client's on the product & the technology.

## Major Projects

1. **Name of Project:** Reliance Telecommunications

**Position Held:** Account Holder

**Main Project Features:** It involved majorly customizations for the customers like JustSee, Sterling Holidays, Circuit Electronics etc.

**Activities Performed:** Lead Generation, Call discussion, Meeting, Demo Session, Client Presentation, Requirement gathering & expectations from the Product, Worked closely with software development team and variety of end users to ensure technical compatibility and

user satisfaction on the application, translating client requirements into highly specified briefs to specific teams, Coordination with software development team to convey the possible interface of the software, taking specific integration requirement from third party to deliver the project.

**2. Name of Project:** WECOSYS Group, AgileCRM, Signal Alliance, Salezshark CRM etc.

**Position Held:** Account Holder

**Main Project Features:** Wecosys involved Contact Centre Solution for 61 Agents to be integrated with other CRM.

**Activities Performed:** Lead Generation, Call discussion, Meeting, Demo Session Client Presentation, Requirement gathering & expectations from the Product, Worked closely with WECOSYS and our development team and variety of end users to ensure technical compatibility and user satisfaction on the application, translating client requirements into highly specified briefs to specific teams, Coordination with software development team to convey the possible interface of the software, taking specific integration requirement from third party and to integrate the same to our CRM.

### Technical skills

<b>Operating System</b>	Windows –XP/7/8/10
<b>Programming Languages</b>	Familiar with C, Core Java
<b>Scripting Languages</b>	HTML, CSS
<b>Database</b>	Preliminary knowledge of MySQL 5.0.67
<b>Other Skills</b>	Asterisk-1.2. 11, SIP, VoIP, IVR's
<b>Support tools</b>	Team viewer, Anydesk, Webex
<b>Hardware</b>	Knowledge of hardware content of a computer system

### Professional/Academic Qualifications

<b>B. Tech - Computer Science &amp; Engineering</b> Uttarakhand Technical University (Formerly UTU), Dehradun College of Engineering Roorkee, Roorkee	<b>2017 77.9%</b>
<b>Senior Secondary (CBSE)</b> Asha Modern School, Saharanpur	<b>2013 72.5%</b>
<b>High Secondary (CBSE)</b> Asha Modern School, Saharanpur	<b>2011 78%</b>
Star Plus ( <b>Sabse Smart Kaun</b> )	Runner UP

## PERSONAL DOSSIER

Languages: - English, Hindi  
Date of Birth: - 17<sup>h</sup> November, 1994  
Hobbies: - Gym, Playing  
Badminton and Dancing.  
Permanent Address: - 6/6039 MadhaNagar  
Vishnu Dham Saharanpur  
PinCode-122001

I hereby certify that above mentioned information is correct to the best of my knowledge.  
**(ISHI BINDAL)**