

SANDEEP MINOCHA

SENIOR CLOUD SOLUTIONS CONSULTANT

WEB: www.sandeepminocha.com

EMAIL: sandeepminocha85@gmail.com

PHONE: +91-9582290900

DOB: 7TH JANUARY, 1985 | H.NO. 624, 1ST FLOOR, SECTOR 47, GURGAON - 122002 | BG: O+

WORK EXPERIENCE : [LINKEDIN PROFILE](#)

2014 - PRESENT (2YR +)	+	<u>SEARCE COSOURCING SERVICES PVT LTD</u> MANAGER SALES & ACCOUNT MANAGER <ul style="list-style-type: none">HANDLING COMPLETE OUTBOUND SALES PROCESSBUILDING PIPELINE TO MEET & EXCEED TARGETSSTRATEGIC KEY ACCOUNT MANAGEMENTBUILDING YoY SALES & ACCOUNT PLANBUILDING CUSTOMER RELATIONSHIPSWORKING WITH CROSS FUNCTION TEAMS
Gurgaon (HR)		
2014 - 2014 (7 MO)	+	<u>ARVATO BERTELSMANN (MICROSOFT PROCESS)</u> DEVELOPER SOLUTIONS SPECIALIST <ul style="list-style-type: none">LEAD GENERATION & QUALIFICATIONINSIDE SALES & OBJECTION HANDLINGCOMMERCIAL NEGOTIATIONS
Gurgaon (HR)		
2013 - 2014 (11 MO)	+	<u>OPTIMUM INFOSYSTEMS PVT LTD (GOOGLE)</u> DEMAND GENERATION MANAGER <ul style="list-style-type: none">INBOUND LEAD QUALIFICATIONPASSING LEADS TO GOOGLE PARTNERSRUN EMAIL CAMPAIGNS
Gurgaon (HR)		
2011 - 2013 (1YR - 9MO)	+	<u>JACK SOLUTIONS</u> SALES EXECUTIVE & LOGO DESIGNER <ul style="list-style-type: none">INBOUND/OUTBOUND LEAD GENERATIONLOGO DESIGNING
Surat (Guj)	+	

CAREER HIGHLIGHTS / ACHIEVEMENTS

- AWARDED 2013 TOP DEMAND GENERATION EXECUTIVE OF THE YEAR AT GOOGLE - **OPTIMUM ISPL**
- CONSISTENTLY ACHIEVED MONTHLY SALES AVERAGE OF 115% OF TARGETS - **SEARCE**
- RECOGNIZED FOR SALES PERFORMANCE IN 2016 & PROMOTED TO STRATEGIC KEY ACCOUNT MANAGEMENT - **SEARCE**
- BOOSTED CUSTOMER RETENTION BY 96% FOR THE REGION - **SEARCE**
- INCREASED CUSTOMER'S ADOPTION OF GOOGLE PLATFORM BY 50-60% FACILITATING CHANGE MANAGEMENT & DIGITAL TRANSFORMATION PROGRAMS - **SEARCE**
- INCREASED BUSINESS WITH EXISTING ACCOUNTS BY 20%+ THRU UP-SELL & CROSS-SELL - **SEARCE**

EDUCATION

2009 - 2011 (POST GRAD)	+	<u>MBA (MARKETING) - GTU</u> SRLIM, SURAT (Gujarat) CGPA: 7.31
2004 - 2008 (GRAD)	+	<u>BSc (Information Technology) - VN SGTU</u> JP DAWER INSTITUTE, SURAT (Gujarat) PERCENTAGE: 57.25%

ENTERPRISE SOLUTIONS HANDLED

- GOOGLE SUITE (BASIC/BUSINESS/ ENTERPRISE)
- GOOGLE CLOUD PLATFORM
- FRESHDESK / FRESHSERVICE / OKTA / GCONTROL / AODOCS / SMARTSHEET / BACKUPIFY / PROSPER WORKS
- VISUAL STUDIO & AZURE
- WEB CUSTOMIZATION SERVICES

ALL THE INFORMATION PRESENTED ABOVE IS TRUE AND VALID AS PER MY KNOWLEDGE.
REFERENCES WILL BE PROVIDED UPON REQUEST.