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PV ASMA

SALES OPERATIONS & COORDINATOR



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EDUCATION

BACHELOR OF TECHNOLOGY

Visvesvaraya Technological University / BANGALORE / 2013

Successfully completed Bachelor Of Engineering in Electronics and Communications from VTU with a GPA of 7.3

HIGH SCHOOL DIPLOMA

K.N.S COLLEGE / BANGALORE / 2009

Responsible Sales Coordinator, Sales Operations, and partner Operations, proficient in Customer Service, Accounts Payable, and administrative duties, Passionate and motivated, with a drive for excellence. Seeking a position where I can utilize my skills and perform in a competitive career environment where I can prove my potential and credentials for the development of the organization which in turn develops my career also.

WORK EXPERIENCE

SAP INDIA PVT LTD

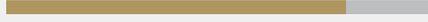
Oct 2019 – Present

BANGALORE

1. Close collaboration with the sales and operations team on deal closures and bookings.
2. Assist Account managers in creating Opportunities in Harmony Insight and CRM. Also, own CMS ID creation.
3. Coordinate closely with the sales team on account progress. Good hands-on ADRM report.
4. Initiate DocuSign for all the committed accounts through harmony quote or CMS.
5. Own Presales budgeting, Forecasting, staffing creation, IO number creation, and keep track of presales consumption.
6. Work closely with Finance controller to manage the allocated presales budget. Monthly reporting to the manager on the consumption status.
7. Leveraged to create purchase requisition in Ariba Buying Guideline, and work orders in Field Glass for vendors and external consultants.
8. Manage Deal Desk, One of the Approvers for Bid Council Reviewer.
9. Manage DSC (Digital Signature) of MU Head For tenders and Bid submissions.

SKILLS

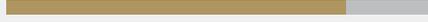
MS EXCEL



MS Office



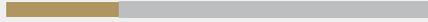
SAP Harmony, Field glass, Ariba Buying



DocuSign, Contract Management System, SAP Logon, CRM



Power BI Desktop



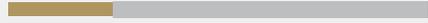
Analytics



Demand Generation



Tableau Desktop and Cloud



LANGUAGES KNOWN

- ENGLISH
- HINDI
- URDU
- MALAYALAM
- KANNADA

MESPROSOFT PVT LTD

Oct 2018 - Aug 2019

BANGALORE

ESDS SOFTWARE SOLUTIONS PVT LTD

Aug 2016 - Nov 2017

BANGALORE

SONATA SOFTWARE PVT LTD

Nov 2015 - Aug 2016

BANGALORE

EXILANT TECHNOLOGIE PVT LTD

May 2014 - Nov 2015

BANGALORE

INSIDE SALES SPECIALIST

1. Cold Calling, Generating Leads, and close alignment with the field sales team.
2. Setting up meetings for account managers and following up with the customer for feedback.
3. Preparing the scope of work, proposal, and closing the deal for mid-size accounts.
4. Weekly reporting to the manager and keeping track of sales team achievement records.

INSIDE SALES ANALYST

1. Generating leads through cold calling for SAP HANA on the cloud platform, assigning it to the field sales team.
2. Manage sales team quota records, and reports to managers weekly on their achievements.
3. Organise Marketing Events, prepare Brochures and follow up with the Invitees.
4. Close small deals online and proceed with the contract signing and Bookings.

SOFTWARE SERVICES SPECIALIST

1. Worked with Top OEMs like Microsoft, Oracle, Dell, HP, and many more, for their Software License.
2. Responsible to analyse customer business issues and suggesting appropriate licenses for their organization.
3. Proceed with negotiation, proposal creation, sharing Purchase Order, Performa Invoice, and closing the deals.
4. Focused to achieve the target on time, updating the Billing and operations team, and sharing the weekly report with the manager.

BUSINESS DEVELOPMENT ASSOCIATE

1. Worked as lead generation executive for their cloud ERP software through cold calling which includes data generation, lead generation, and closing the deal through online demonstration.
2. Later promoted to the implementation process for their own cloud ERP software, where my role was to train the customer on ERP software and resolve their queries and issues.