

ADITYA RAJ

Noida, Uttar Pradesh

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I Am 1 years experienced in IT and Pre-Sales industries having a great experience in end-to-end Cloud and Software . Currently working in IT sector For Pre-Sales and I believe in providing best possible solutions and services to customer and Partner by understanding of their client and their requirement carefully. Expert in negotiating and converting deals into business.

Skilled in all phases of Pre-Sales,Sales & currently Working In Software services.

INDUSTRIAL EXPERIENCE

JANUARY 2024 -DECEMBER 2024 -

IT PRE-SALES EXECUTIVE - I2K2 NETWORKS PVT LTD, NOIDA

- Proposal writing.- creating a document that clearly outlines a plan, idea, or offer for consideration by a decision-maker or group
- Customer Relations - Maintain strong customer relationships
- Collaborate with the sales team to respond to RFPs and RFIs effectively
- Streamline the sales process by addressing technical objections and ensuring alignment between client needs and solutions

Develop technical and business proposals tailored to client needs.

Create and deliver compelling product demos, prototypes, or proofs of concept (PoC).

SKILLS

- Amazon Web Services Cloud
- Relationship Building & client retention
- Upwork Platform Understanding
- Bidding & Solution Making
- MS PowerPoint, MS Word, MS Excel
- Google Sheets, Docs, Slides & Calendar

EDUCATION

B.TECH (Computer Science and Engineering), Galgotias University (2024)

Diploma Millia Polytechnic Purnea Bihar (2020)

10th BBM High School Purnea Bihar (2016)

CERTIFICATION

AWS TRAINING FROM INTERNSHALA

DECLARATION

- I do hereby declare that the particulars of information and facts stated here in above are true, correct, and complete to the best of my knowledge and belief.

SINCERLY,
ADITYA RAJ