



# Shweta Gupta

Regional Sales Manager

## PROFILE SUMMARY

The Territory Management Lead Specialist will be responsible for validating & routing inbound leads to the appropriate sales representative based on results from research into company firmographic data. 1. Monitor lead volume and trends for aligned product area. 2. Provide quick, accurate lead routing to improve the customer experience and speed-to-lead rate. 3. Collects data on sales leads from various sources; verifies data's accuracy; and leads it into the CRM system. 4. Monitors a global leads email inbox and responds to inquiries. 5. Working towards continuous process improvements and seeks additional efficiencies. 6. Effectively collaborate across the territory management organization to identify, understand and work to resolve issues that may arise related to leads and their IC alignments. Thank You Shweta

## PERSONAL INFORMATION

 Email  
sweta.gta15@gmail.com

 Mobile  
(+91) 7838126764

 Total work experience  
12 Years 0 Month

## KEY SKILLS

- inside sales
- team leading
- sales planning
- key account management
- lead generation
- business development
- b2b sales
- cold calling
- email marketing
- demand generation
- warranty administration
- customer support
- customer relationship management crm software

## OTHER PERSONAL DETAILS

City                    New Delhi  
Country                INDIA

## EDUCATION

2010	fashion designing <b>Community Education &amp; Development Foundation.</b>
2013	B.A <b>Himalayan garhwal university</b>
2008	XIIth <b>English</b>
2006	Xth <b>Other</b>

## WORK EXPERIENCE

Nov 2024 - Mar 2025	Regional Sales Manager <b>Vcloud point India Pvt Ltd</b> Managed the Delhi region, focusing on providing technology solutions to education industries, including building structure analysis and material rollout planning. Managed the complete sales cycle, from lead qualification to contract negotiation and closure, for IT solutions within the education industry across Delhi/NCR region. Identified and capitalized on opportunities for new products and services, expanding the customer base and driving revenue growth within assigned accounts. Developed and maintained a thorough understanding of technical specifications and features of company offerings, ensuring high-quality service delivery and customer satisfaction. Built and nurtured strong client relationships, transitioning accounts from transactional to strategic partnerships, resulting in increased customer
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## LANGUAGES

- Hindi
- English

May 2021 - Oct 2024

loyalty and repeat business. Prepared and presented detailed proposals and quotes tailored to customer requirements, adhering to company standards and ensuring successful contract negotiations.

Leam lead

### Anvesak

Anvesak is an IT service provider company and their core area is Lead Generation and Deep Drive Account Profiling. They give services to Top MNCs companies which are HP, DELL, ZEBRA, and Vmware, etc. Achievements: Successfully generated new leads and consistently exceeded sales targets through proactive efforts and strategic selling techniques. Drove after-sales satisfaction, establishing a strong foundation for long-term customer loyalty, repeat business, and positive word-of-mouth referrals. By using Domain Analysis to make recommendations on the upcoming trends and highlight the Industry Domain latest happenings which have implications within the Account. Providing key data points to the Account Plan with the coverage of the Business and the Technology trends impacting the respective domains. Led a eight-person team. ? Connect with C levels, VP, and Head - IT people for Hardware and software upgradation. ? Developed Custom Reports and Dashboards as per given requirements. ? Cultivate strong relationships with Sales representatives and Marketing managers. ? Collecting information from various sources (statistical reports, annual reports of companies) and gathering data through questionnaires, sharing questionnaires with prospects, and knowing their responses ? Doing market research and generating leads Specialization in Server, Storage, Laptop, Desktop, Workstation, VMware solution, Cohesity Backup Solution, Microsoft 365 and Adobe.

Aug 2018 - May 2021

Inside Sales Manager

### E-Netsol Technologies Pvt Ltd

currently i am looking two verticals one is customer service and second is service sales. 1. Manage product services for AMC and FMS, Warranty , repairing and Installation calls, Alignment to our engineers and follow up till closer. 2. New Call registration for Installation, Breakdown, warranty, Engineer backup support in tool. 3. Follow up with the team for the pending calls reports and closer calls report. 4. Arrange spare parts for AMC & Chargeable calls with OEM's and Vendors for Spares procurement and availability. 5. maintaining and coordinate with engineers team and logistics team for collection of faulty and new spare parts from vendor and OEM's Locations. 6. process for new spare dispatch to customer location.

Jul 2017 - Aug 2018

Service Manager

### MW Infosolutions Pvt Ltd

Responsible for product services and service sales. handling a Service team of 8 Engineers and alignment of customer complaints . responsible for spare parts for new and faulty

Dec 2013 - Jun 2017

both maintain relationship with vendors and OEM's expand the service sales for AMC and for spare parts. I the only face where customer can registered the complaints.

Service Coordinator

**Katsun Automation Pvt Ltd**

I have worked there for day to day customer complaints and follow ups till the closure. Vcloud Point India Pvt Ltd (Delhi) Managed the PAN India region, focusing on providing technology solutions to construction companies, including building structure analysis and material rollout planning. Managed the complete sales cycle, from lead qualification to contract negotiation and closure, for IT solutions within the construction industry across PAN India. Identified and capitalized on opportunities for new products and services, expanding the customer base and driving revenue growth within assigned accounts. Developed and maintained a thorough understanding of technical specifications and features of company offerings, ensuring high-quality service delivery and customer satisfaction. Built and nurtured strong client relationships, transitioning accounts from transactional to strategic partnerships, resulting in increased customer loyalty and repeat business. Prepared and presented detailed proposals and quotes tailored to customer requirements, adhering to company standards and ensuring successful contract negotiations.

## Projects

61 Days

**Dell VMware project**

I was generating the qualified lead for VMware and after QC check it can be routed to Dell Team. I have over achieved my targets also.

59 Days

**GMR Project**

We have sold out 100 Nos Eaton UPS at GMR group T3 and coordinate for all sale &, service and payment. Installation also has been done by our team engineer.

## COURSES & CERTIFICATIONS

○ Fashion Designing