

# ABINASH KABI

Business Development Manager

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Madhapur, Hyderabad, 500081 

## SUMMARY

Business Development Manager with 1+ years' experience in cybersecurity sales, cloud solutions, and IT infrastructure. Skilled in account management, sales pipeline development, client acquisition, and revenue growth. Experience with Locuz | SHI and Core5 Systems & Services.. Strong expertise in solution-based selling, stakeholder engagement, and strategic business planning. Proven ability to identify client needs and deliver high-value technology solutions that align with business objectives.

## EDUCATION

### GANDHI INSTITUTE FOR EDUCATION & TECHNOLOGY

Master of Computer Application  
2022-2024

### Utkal University

Bachelor Of Zoological Sciences  
2019 - 2022

## SKILLS

- Project Management
- Client Relations
- Teamwork
- Time Management
- Leadership
- Effective
- Communication
- Critical Thinking

## CERTIFICATIONS

- Splunk Sales Rep
- AWS Cloud Practitioner Essentials
- SentinelOne Sales Professional
- I Master Card Cybersecurity Job Simulation
- Google Cloud Sales Credential
- AWS Partner: Sales Accreditation
- SC01 - Sales Fundamentals - Sales Consultant .

## PROFESSIONAL EXPERIENCE

### Business Development Manager

Core5 Systems & Services| 2025- Present

- Driving sales for cybersecurity, cloud, and IT infrastructure solutions across enterprise and mid-market clients.
- Building and managing strong client relationships to ensure long-term partnerships and repeat business.
- Developing and executing sales strategies to achieve and exceed revenue targets.
- Collaborating with technical teams to design tailored solutions based on client requirements.
- Managing the end-to-end sales cycle from lead generation to deal closure.
- Conducting market research to identify new opportunities and competitive positioning.
- Preparing and delivering business proposals, RFP responses, and client presentations.
- Coordinating with OEMs and channel partners to expand solution offerings and enhance customer value.

### Cybersecurity Account manager

SHI |Locuz. | 2024 - 2025

- Managed calendars, scheduled appointments, and arranged meetings and conferences with Clients.
- Maximized earnings by spearheading strategic efforts in cybersecurity sales.
- Managed cybersecurity sales, enhancing customer interaction and achieving revenue goals.
- Cultivated and strengthened connections with OEMs to enhance partnership opportunities.