



# SUHAS B

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## SUMMARY

Helping customers transform their IT infrastructure from Edge, Core, and Cloud. A sales professional with over 8 years of proven success in driving business growth and consistently exceeding sales targets. Expertise in lead generation and closing deals, while cultivating long-term customer relationships. Skilled at identifying client needs and delivering tailored solutions that support their IT transformation goals.

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## SKILLS

- Solution Selling & Enterprise Sales
- Strategic Account Management
- CRM: Salesforce, Microsoft Dynamics
- Diverse Product Portfolio for On-Prem and Cloud
- Cross-Functional Collaboration
- Negotiation & Commercial Closure
- IT Infrastructure Solutions
- Proposal & Deal Structuring
- Customer Success & Retention

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## EXPERIENCE

BUSINESS DEVELOPMENT MANAGER, 06/2025 - Current

*Vertex Techno Solutions*, Bangalore

- Leading end-to-end IT infrastructure sales including endpoint devices, data center solutions, virtualization software, networking, and cybersecurity.
- Managing a personal portfolio of key accounts, consistently growing client relationships and revenue streams.
- Driving full sales cycle from prospecting to closing, with a focus on delivering tailored technology solutions.
- Successfully building a strong customer base, and generating consistent business growth within the first four months.
- Built a pipeline from zero and closed multiple high-value deals within the first quarter.
- Developed customized IT infrastructure solutions, improving client operational efficiency and security posture.

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BUSINESS MANAGER, 07/2018 - 05/2025

*Chavans Technologies*, Bangalore, India

- Drove business from lead generation to deal closure by owning the complete sales cycle.
- Prospected and met clients onsite to understand their IT and business needs.
- Built long-term relationships, converting new logos into repeat business and account

expansions.

- The largest fintech company successfully upgraded its aging infrastructure by replacing old Dell Compellent storage with the Dell PowerStore 500T.
- Managing complete IT Infra from Dell EMC midrange storage Portfolio (i.e Dell EMC Unity 300, Unity XT 480, and Unity upgrade).
- 1st World's Leading Metal Injection Molding Company. Successfully executed projects to refresh Dell PowerScale Isilon X200 & X210 - 3 nodes cluster with H700.
- Refresh the entire DC with Dell PowerEdge R730 & R740 servers with VMware licenses and Dell EMC Unity XT 480 storage and SAN switch.
- Refresh the existing traditional 3-tier architecture with Dell EMC and VMware integrated VxRail HCI solution.
- Actively collaborated with OEM account managers and distributors for timely delivery and support.
- Delivered post-sales support and strategic guidance, becoming a trusted advisor.
- Led IT infra projects including DC refresh, HCI deployments, CMS rollout, and hybrid cloud migrations.
- Gained client trust and overcame competitive challenges through distinct, problem-solving oriented proposals.
- Worked with a range of SaaS offerings, including virtualization platforms, cloud-based security tools, and endpoint management solutions.

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BUSINESS EXECUTIVE, 11/2017 - 07/2018

*Chavans Technologies*, Bangalore, India

- Prospected clients through calls, emails, and outbound outreach.
- Conducted customer meetings and presented the Dell tech portfolio.
- Qualified leads, managed Salesforce CRM entries, and coordinated with sales leaders.
- Promoted transformation from edge to core to cloud solutions.
- Completed multiple partner certification programs

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MIS EXECUTIVE, 04/2016 - 09/2017

*Cogent E-Services Pvt. Ltd.*, Bangalore, India

- As an MIS Executive, I was responsible for managing and analyzing data to support decision-making processes within the organization. My role involved generating and maintaining various reports, ensuring accurate and timely data collection, and presenting key performance indicators (KPIs) to management. I also worked closely with different departments to streamline data flow and enhance reporting systems. Additionally, I utilized advanced Excel functions and database management tools to ensure data integrity and provide insights that contributed to operational efficiency and business growth.

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EDUCATION AND  
TRAINING

*St. Francis College, Koramangala, Bangalore, 06/2017*

Bachelor of Commerce: Accounting And Finance

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ACTIVITIES AND HONORS

- Identified and qualified high-potential leads through various channels such as cold

calling, networking, social media outreach, and inbound marketing. Conducted research to understand prospects' business needs, and tailored outreach strategies to generate new opportunities




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#### CERTIFICATIONS

- Certified Dell Sales: Server Credential
- Sales: Storage Credential
- Sales: Data Protection Credential
- Sales: Converged Infrastructure Credential
- Sales: Data Center Portfolio Credential
- Dell GenAI Foundations
- Nutanix Certified Associate 6
- Nutanix Certified Professional - Multicloud Infrastructure 6
- Nutanix Certified Sales Representative
- AWS Certified Cloud Practitioner
- Microsoft Certified: Azure for SAP Workloads Specialty
- Microsoft Certified: Azure Network Engineer Associate
- AWS Partner: Sales Accreditation (Business)

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#### LANGUAGES

English:	C2	Kannada:	C2
			
Proficient (C2)		Proficient (C2)	
Hindi:	B2		
			
Upper Intermediate (B2)			

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#### WEBSITES, PORTFOLIOS, PROFILES

<https://www.linkedin.com/in/suhas-b-182ba1160/>

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#### KEY ACHIEVEMENTS

- Onboarded 10+ enterprise logos, each generating average revenue of \$300K.
- Delivered a topline of ~\$2M with consistent bottom-line contribution >30%.
- Converted hunting accounts (~\$10K revenue) into high-value farming accounts with 4–5 repeat orders every quarter.
- Maintained >100% quota achievement across successive quarters with peak performance touching 200%.
- Built strong partner ecosystem with OEMs and Distributors ensuring seamless infra delivery, installation, and post-sales support.
- Positioned as a trusted advisor by offering tailored IT solutions—on-prem, public cloud, and hybrid—with detailed pros/cons and cost-benefit case studies.
- Gained competitive advantage by uniquely structuring and presenting compelling business proposals that differentiated from competitors.
- Generated over 70% of annual revenue through deep client relationship management and account mining.
- Certified in Sales Programs from Dell, Nutanix, AWS, Azure.

- Proficient in Salesforce CRM and Microsoft Dynamics for lead tracking, analytics, and deal acceleration.