

# Manvendra Mahra

Account Manager

## Personal Info

### Phone

+91-7359453549

### E-mail

manv0901@gmail.com

## Skills

Good understanding of Azure, GCP and AWS services.

Strong understanding of IaaS, PaaS, SaaS, hybrid cloud, and containerization (Docker, Kubernetes).

## Certifications

- Az-900
- Az-104

## Education

B. Tech at Kumaon Engineering College (2007-2011)

4 years of experience across Microsoft (Azure & M365) Products. Skilled in presales, solution demos, RFP support, and account management across SMBs and Indian Government (Central & State). Proven in converting Azure trial accounts (15% conversion), guiding licensing decisions, and driving cloud adoption.

## Experience

### Account Manager

Teleperformance (formerly Majorel - Microsoft) / 07/2024 - Present

- Qualify and engage public sector Accounts, aligning Azure/M365 solutions with business and IT needs.
- Drive discussions on Azure workloads (security, networking, storage, identity) influencing adoption, consumption growth, and account expansion through upsell and cross-sell opportunities.
- Conduct proof-of-concept (POC) and product demonstrations to validate proposed solutions.
- Design and propose Azure-based solutions that align with customer needs and business objectives.
- Contribute to RFPs, solution documentation, and pricing/licensing guidance.

### Sales Representative

Webhelp - Microsoft / 08/2022 - 07/2024

- Handled **inbound Azure leads**, providing **product details, technical guidance, and live demonstrations** to support customer adoption.
- Converted **Azure free trial accounts into paid customers** with a **15% conversion rate**, contributing to revenue growth and cloud consumption.
- Guided customers on **Azure services, pricing models, and subscription options**, ensuring cost transparency and value alignment.
- Conduct proof-of-concept (POC) and product demonstrations to validate proposed solutions.
- Provide technical expertise during customer presentations and negotiations.

### Sales Representative

Majorel - Microsoft / 02/2022 - 08/2022

- Engaged with **SMB accounts**, delivering **product details, technical presentations, and demonstrations** on Microsoft Products.
- Advised customers on **licensing, pricing models, and workload adoption** to match business and IT requirements.
- Supported **Cloudworkload discussions** across compute, networking, storage, and security, enabling SMBs to adopt and expand cloud usage.

### Sales Executive

Classplus / 05/2021 - 12/2021

- Onboarded **offline coaching institutes** to customized **web & mobile apps**.
- Delivered **product demos and consultations**, driving adoption of digital learning platforms.

### Business Development Manager

Moxtain / 09/2017 - 08/2021

- BDM for SaaS Product built for Travel Agents.

### Chemical Engineer

08/2011 - 03/2016

Before coming into IT Sales, I worked as a chemical engineer in the chemical manufacturing industry.