

Resume

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CAREER OBJECTIVE

I am a cloud sales specialist with 2 years of experience. I am good at fostering long term customer relationships and driving revenue growth in fast-paced tech environments. Seeking to leverage my sales skills to contribute to a forward-thinking organization leading the new AI led tech waves, values innovation, customer success, and continuous growth for its team.

ACADEMIC QUALIFICATIONS

Qualification	Institution	Year	Percentage
B. TECH (CSE)	Bhai Gurdas Institute of Engineering & Technology Sangrur	2016-19	72%
SSC	Khalsa Girls Senior Secondary School Civil LinesLudhiana	2015	67%
HSC	Fortune Convent Senior Secondary School (AkoiSahib), Sangrur	2013	75%

Corporate Experience

Organization: Meridian Solutions Pvt. Ltd September 2023- current

Designation: Cloud Sales Executive

Location: Gurugram

Description:

- **Generated and nurtured leads** through targeted outreach, building strong relationships with C-level executives to drive cloud solution adoption.
- **Achieved and consistently exceeded sales targets** by selling cloud-based services and solutions to both new and existing clients.
- **Managed end-to-end sales process**, from prospecting and lead qualification to closing deals and post-sales relationship management, ensuring seamless customer experience.
- **Collaborated with cross-functional teams**, including technical, marketing, and customer success, to design customized cloud solutions that meet customer needs.
- **Built and maintained a strong sales pipeline**, effectively managing multiple deals and opportunities to maximize revenue.

- **Utilized CRM systems** to track and manage customer interactions, sales activities, and pipeline status, ensuring accurate reporting and forecasting.
- **Attended industry events and conferences** to network, build brand awareness, and stay updated on the latest trends in cloud technology.
- Leveraged key Microsoft Programs for pre/post sales to build services revenue and progress customer engagements

Key outcomes in last Fiscal Year

- Awarded Meridian Deal Maker award of the Year 2025.
- Acquired 20 net new customers in year
- Contributed USD 1.2 Million net new revenue with positive bottom-line margins
- Q2: Employee of the month for key contributions to net new logos.

INDUSTRIAL TRAINING

Organization: VST Tiller Tractors Ltd

2-July 2018 - 31st Oct 2018

Designation: Intern

Location: Bangalore

Description: VST is India origin company which deals in manufacturing, distribution, sales, and support of VST branded agricultural products. As an Intern I worked in IT team of VST where we were trained for day-to-day IT operations. VST has a custom ERP and CRM named DMS which they use to manage the entire company operations like sales, product information, dealer/partner management, after sale support, claims, warranty etc. We were trained in using the same, fixing issues, onboarding new dealers and guiding them on using the same.

KEY SKILLS AND COMPETENCIES

- **Lead Generation:** Generating a high quality of leads through cold calling, working with OEM's.
- **Relationship Management:** Skilled at building and maintaining long-term relationships with clients, OEM, Distributors ensuring customer satisfaction and repeat business.
- **Pipeline Management:** Expertise in managing the full sales pipeline, pipeline hygiene and end-to-end sales stage progression and management.

- **Product/Solutions Knowledge:** L-100 Understanding of Microsoft cloud portfolio, various plans & pricing models.

LANGUAGES KNOWN

- English, Hindi, Punjabi

PERSONAL DETAILS

- Gender: Female
- Date of Birth: 13/10/1997
- Address: Bangalore

Place: Bangalore

Date: 25-11-2025.

Inderpreet Kaur