

AYUSH HANDA

Faridabad, Haryana | +91 9643425609 | handaayush11@gmail.com

CAREER OBJECTIVE

I aim to leverage my IT sales and customer relationship management skills by helping clients adopt cutting-edge cloud solutions and software products. I seek a role where I can drive business growth and help organizations unlock their potential with IT solutions.

EXPERIENCE

Teleperformance (Tata Teleservices)

Inside Sales Representative | April 2024 - Current

- Focused on selling and lead generation for **Microsoft 365, Microsoft Azure, Calling Solutions, Marketing Solutions, and Lease Line Internet Services**.
- Assisted customers in achieving hybrid infrastructure, **cloud migration**, and providing **Azure portal demonstrations**.
- Developed relationships at the **CXO level**, leading to business expansions in both cloud services and on-premises solutions.
- Developed a predictable sales pipeline to meet quota expectations.
- Structured lead opportunities with territory authorities and partners to drive execution.
- Generated sales leads through cold calling, delivering demonstrations, and offering credits.

ZunRoof Tech Pvt. Ltd.

Inside Sales Associate | Oct 2023 - Nov 2023

- Managed project sales for smart home automation products like smart plugs, security cameras, smart lighting, smart doorbell.
- Contributed to both field and inside sales initiatives.

Gray Homes Buildtech

Sales Executive | Jan 2022 - Aug 2023

- Generated leads through cold calling, driving revenue through sales.
 - Conducted customer meetings and managed the proposal process to close deals.
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PROFESSIONAL SUMMARY

- Proficient in **Microsoft Azure** and **Microsoft Products**
- Good understanding of **Cloud Migration** and **Hybrid Infrastructure**
- Hands-on experience with **Windows 7/8/10** and **MS Office**
- Proficient in **Lead Generation**
- Strong communication and customer relationship management skills

EDUCATION

Bachelor of Computer Applications | 2019
IMT Faridabad

Senior Secondary | 2016
National Institute of Open Schooling

Secondary Education | 2013
Vivekanand International Public School

ACTIVITIES & INTERESTS

- Organized a **Cybersecurity Awareness Program** at college.
 - Head Coordinator for **Intra-Department Events** at the college's annual day.
 - Participant in **Gym Championships** and the **Faridabad Marathon**.
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ACHIEVEMENTS & WORKSHOPS

- Participated in a **Cloud Computing Workshop** organized by Cetpa Infotech Pvt. Ltd.
- 1st place in **Intra-Department Football Match**.
- Certificate of Appreciation for contributions to **Cadence '13** (College Annual Fest).
- Attended a workshop on **Machine Part Audit**.