

# AYUSH HANDA

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## 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.

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## EXPERIENCE

### Teleperformance (Tata Teleservices)

*Inside Sales Representative* | Apr 2024 – Nov 2024

- 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
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## EDUCATION

**Bachelor of Computer Applications** | 2019  
IMT Faridabad

**Senior Secondary** | 2016  
National Institute of Open Schooling

**Secondary Education** | 2013  
Vivekanand International Public School

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## 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**.