

# DHEERAJ ARORA

+91 9971984616 [✉ dheerajarora93@gmail.com](mailto:dheerajarora93@gmail.com) [📍 New Delhi](#)  
[in linkedin.com/Dheeraj Arora](https://www.linkedin.com/Dheeraj Arora) | [Link edIn](#)

## Summary

Cloud Presales and Technical Consultant with 8+ years of experience helping businesses adopt scalable cloud technologies across Azure and GCP ecosystems. Proven expertise in solution architecture, client engagement, technical product demonstrations, and closing deals through tailored cloud strategies. Skilled in aligning technical solutions with business goals, delivering proof-of-concepts, and collaborating cross-functionally with partners, marketing, and engineering teams. Holds multiple Azure certifications and experienced in presales automation, cloud migrations, and enterprise solutioning.

## Skills

Azure Presales Team Management Microsoft Partner Management Technical Product Demonstrations  
Conducting meetings with key Stakeholders Cloud Solution Designing Decision-Making Time Management  
Azure Solution Designing Leadership Azure Pricing Calculator AWS Git Github Risk Management  
Negotiation GenAI Agents Linux

## Education

### B.S.A.I.T.M, Faridabad

Bachelor of Technology (Mechanical Engineering), CGPA: 68%

2016

### Joseph & Mary Public School, Burari, Delhi

CBSE, CGPA: 74%

2012

### Joseph & Mary Public School, Burari, Delhi

CBSE, CGPA: 84%

2010

## Experience

### Microsoft Corp.

Solutions Area Specialist (Azure) (Denave India Pvt. Ltd.)

Jan 2023

- Drove Azure adoption by guiding 50+ customers monthly on cloud solutions aligned with business goals, increasing deal conversion by 60%. Generated \$250K+ monthly in upsell revenue and acquired 20–25 new clients per month.
- Developed customized sales pitches based on client segmentation and use case analysis, resulting in 80% higher engagement and sales closures.
- Delivered 500+ Azure technical demos tailored to customer workloads, driving optimized cloud strategy adoption and improving pre-sales conversion.
- Designed tailored Bills of Quantities, reducing post-sales modifications by 40%.
- Mentored a team of 10 sales professionals, boosting their productivity by 40% through regular coaching and performance tracking.
- Earned multiple Microsoft certifications (AZ-900 to AZ-305), validating advanced Azure technical expertise.

## **Kestone Integrated Marketing Services**

Google Cloud Consultant

May 2022 - Jan 2023

- Developed multichannel lead generation strategy (email, events, content marketing) for Google Compute Engine, increasing lead volume by 120% and improving quality by 60%.
- Engaged C-level and IT decision-makers in SMBs to assess needs and position GCP adoption pathways.
- Conducted full GCP sales cycle — from profiling and discovery to solution positioning (Compute Engine, Storage, BCDR) and pricing discussions.
- Facilitated Proof-of-Concepts and coordinated partner trials; managed deal progress and reported commercials via Google CRM.
- Reduced lead acquisition cost by 45% by analyzing industry trends and refining GTM strategies for Google Backup and DR offerings.
- Leveraged multi-channel marketing (email, social, content) to surpass lead performance KPIs across SMB and mid-market segments.

## **Majorel India Pvt. Ltd.**

Inside Sales Specialist, Business Consulting

Mar 2021 - May 2022

- Managed full-cycle Microsoft 365 sales while leading the team of 6 Inside Sales Executives— from qualification and consultative selling to partner collaboration and closure — increasing sales by 60%.
- Enhanced customer retention by 75% by delivering personalized onboarding and ongoing account support.
- Led product demos and training for Microsoft 365 and Azure Hybrid Benefits, driving a 45% lift in sales and reducing onboarding time by 30%.
- Delivered tailored solutions based on client environment, resulting in a 90% CSAT boost and 124% rise in repeat business.
- Collaborated with marketing and sales enablement teams to design targeted campaigns, driving a 60% revenue uplift.

## **Concentrix**

Senior Sales Representative, Business Consulting

Jan 2019 - Mar 2021

- Consistently exceeded quarterly sales targets for HP Servers, driving a 120% revenue increase through strategic pipeline management and account expansion.
- Built strong customer relationships through tailored product solutions and responsive after-sales support, leading to a 70% rise in retention and referrals.
- Conducted in-depth product training for clients and internal teams, boosting product knowledge and increasing overall team performance by 90%.
- Collaborated directly with HP to stay current on product features and market trends, enabling innovative sales strategies that grew market share by 65%.

## **Shahi Exports Pvt. Ltd.**

Operations Executive, Management Operations Executive, Management

Dec 2016 - Jun 2018

- Optimized supply chain operations (procurement, logistics, inventory), reducing operational costs by 30% and improving delivery timelines.
- Implemented strict quality control and compliance protocols, reducing product defects by 60% and eliminating performance issues tied to trade regulations.
- Led and mentored operations team to foster continuous improvement and training, improving process efficiency and team output by 45%.

## **Certifications**

---

- AZ 900 – Azure Fundamentals
- MS 900 – Microsoft 365 Fundamentals
- SC 900 – Azure Security & Compliance Fundamentals
- DP 900 – Azure Data Fundamentals
- AI 900 – Azure Artificial Intelligence Fundamentals
- AZ 104 – Azure Administrator Associate
- AZ 305 – Azure Solutions Architect Expert