Alok Bihari

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jayasubhlaxmi@gmail.com

A well-versed Corporate and education professional with around 10 years of work experience. Leverages finely honed interpersonal and time management skills to successfully manage sales operations in assigned territory with increasing profitability while achieving organizational goals and objectives. Energetic and goal oriented with a genuine passion for sales with a proven track record in supporting a progressive organization in optimizing performance.

EXPERIENCE

Gandhi Institute for Education and Technology, Bhubaneswar, Associate Professor and Head-IT (Nov2020-Till now)

1. Responsible for classes of B.Tech and MBA Sub: Digital Marketing, Entrepreneurship International Marketing, B2B, Marketing Management, OB
2. Responsible for college email accounts, ERP, Alumni Portal, Helpdesk Portal, Website and Updation of activities on Social Media.
3. Responsible for keeping track records of IT Hardware and software
4. Responsible for maintain of server and Internet
5. Coordination with different department for Development of college
6. Responsible for getting admission from Bihar, Jharkhand and West Bengal.
7. Updating ViceChairman, Principal and Deans Regarding progress of works

EXPERIENCE

(Jan 2018- Oct 2020)- Working as Freelancer for G Suite, Google Maps and Google Cloud

1.Responsible for selling the complete Cloud based solution, products, and services within a list of geographically focused accounts.

2. Encompassing all positions that requires the individual to move the transaction through the entire sales cycle.

3.Solidifying existing customer accounts and elevating to a more strategic position within most accounts.

4. Ability to sell solution as a 'platform' within an account and change the role that IT plays within that account from being considered a cost burden to a strategic deployment

5. Managing complex enterprise sales campaigns while managing a diverse set of partners within the same accounts

6.Matching the solution to the customer's business needs, challenges, and technical requirements

7.Mapping and maintaining relationships at all levels within the complete accounts echo system – IT Heads, CEOs/CXOs, consultants, advisor, partners and other key decision makers and influencers

8. Providing Training for G Suite for Work and G Suite for Education

SKILLS

Cloud Computing,Enterprise Sales ,Salesforce,CRM,Business Development, New Business Development, Key Account Management, Team Management, Leadership,Management, Business Strategy, Public Relation, Marketing Communication, Social Selling, Solution Selling, Relationship Building, Relationship Sales, Customer Service, Customer Retention, Cross/ Up- Selling, Negotiating and Closing,

CERTIFICATION

G Suite Certified Sales Specialist individual - issued by Google Inc. on september 2015

G Suite Sales Engineer certified

LANGUAGES

English (Professional)

Hindi (Second Language).

EXPERIENCE

Sanver E- Solution (I) Pvt. Ltd. Mumbai Deputy Manager
(Nov 2017- Dec 2017)

1.Responsible for selling the complete Cloud based solution, products, and services within a list of geographically focused accounts.

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Specialities:

a. Business Development

b. Social Media Marketing

c. Cloud Service Partnering (SaaS Consultancy)

d. IT Project Management

e. Solution Sales

MediaAgility (I) Pvt. Ltd., Gurgaon— Assistant Manager SMB & MM **(Google Enterprise Services)**

April 2014- Oct-2017

1.Responsible for selling the complete Cloud based solution, products, and services within a list of geographically focused accounts.

2. Encompassing all positions that requires the individual to move the transaction through the entire sales cycle.

3.Solidifying existing customer accounts and elevating to a more strategic position within most accounts.

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Specialities:

a. Business Development

b. Social Media Marketing

c. Cloud Service Partnering (SaaS Consultancy)

d. IT Project Management

e. Solution Sales

Accomplishments-

Name of Clients: CICO, Magma, Oyo and many more

MediaAgility (I) Pvt. Ltd., Gurgaon— Assistant Manager Education**(Google Enterprise Services)**

February 2013 to Apr 2014

1.I was responsible for profitability of MediaAgility.

2. Responsible for selling the complete Cloud based solution, products, and services Pan India.

3. Conducting seminars and webinars to create awareness

4. Selling chromebook to educational Institutes

5. Work with Deployment team to deploy Google Apps for Education

6. Providing Admin and Users Training to client

7. Coordinating with Google Education team for updates

Accomplishments-

Clients like NIFT, GIET, NIST, Presidency College, IGDTUM and many more

MediaAgility (I) Pvt. Ltd., Gurgaon— Inside Sales Rep**(Google Enterprise Services)**

April 2012 - Jan 2013

Key Responsibilities-

- Responsible for developing the Sales pipeline by calling decision makers .
- Generating at least 2 leads per day

- Arranging and inviting decision makers for Google events.
- Supporting marketing team in different activities like seminar, promotional videos etc
- Keeping direct sales rep engaged.

Accomplishments-

- Generated around 100 leads in companies like Flipkart, Yatra, VC Circle,

Learnings-

- How to open a call and how to close the call.
- How to persuade corporate clients.
- How to negotiate with corporate clients.
- How to work under pressure.

BDE (Doon Consulting)

Aug 2011 - April 2012

Doon Consulting is a lead generation company for IT sectors like IBM, Google, Oracle. Worked as Google Apps SDR

Key Responsibilities-

- Lead generation for Google Apps
- Meeting target on daily and monthly basis
- Sharing leads directly with Google Sales Rep
- Business development

Accomplishments

- After joining continuously 3 months met more than the given target and became the 'Best BDE' .

Learnings

- Optimal uses of resources, How to increase client relationship engagement, How to persuade a customer

Management Trainee (Amrit Feeds Limited)

Dec 2010 - May 2012

Amrit Feeds Ltd is a chick and hecercy firm

Key Responsibilities-
- Meet sales target in relevant area
- Meeting target on daily and monthly basis
- Meeting Dealers and farmers in relevant areas and making new dealers
- Business development

Accomplishments

- After joining 1 month met more than given target and became the 'Best Management Trainee' .

Learnings

- Optimal uses of resources, How to increase client relationship engagement, How to persuade a customer

EDUCATION

MBA, IBM , Lalit Narayan Mithila University (Darbhanga, Bihar)

2008-2010

B.Sc Zoology, Lalit Narayan Mithila University (Darbhanga, Bihar)

2003-2006

BSEB 12th Bio & Math
2001-2003
BSEB, 10th
2000

PERSONAL DETAILS

- **Name:** Alok Bihari
- **Name of Father:** Dr. S.B.Roy
- **Sex :** Male
- **Age & D.O.B.:** 14/04/1985

- **Nationality/Citizen:** Indian
- **Permanent Address: Darbhanga, Bihar**

Reference :

Pooja Sharma

Vaave Networks - Enriching Alumni Relationships

PROFESSIONAL NETWORK

LinkedIn Alok Bihari