

**KEY SKILLS**

- PreSales/Proposal & Bid Management
- Collaborative skills
- Business Development
- Experience with global clients
- Account Management
- Mentoring and Coaching

**EDUCATION**

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| <b>MBA Candidate</b><br>John Molson School of Business, Concordia University, Montreal, QC  | Jan 2018 – Present   |
| <b>Certificate in Planning and Entrepreneurship, Marketing and Finance, 78% (top 1% of class)</b><br>Indian Institute of Planning & Management (IIPM), New Delhi, India | May 2006 – May 2008  |
| <b>Bachelors of Engineering, Electronics and Communication, 75% with Honours (top 5% of class)</b><br>Maharishi Dayanand University, Haryana, India                     | Aug 2001 – July 2005 |
| <b>Certifications/Trainings</b>   |                      |
| • <b>Project Management Fundamentals, International Institute for Learning (IIL), India</b>   | Sep 2009             |
| • <b>Managing Project Scope, International Institute for Learning (IIL), India</b>  | Sep 2009             |

**PROFESSIONAL EXPERIENCE**

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| <b>Aftermarket Sales Intern Business Aviation</b><br>Bombardier, Montreal, Canada  | May 2019 – Aug 2019   |
| <ul style="list-style-type: none"> <li>• Refined and restructured the process that is followed for an opportunity from Idea Generation to Product Retirement</li> <li>• Carried initial research on new ideas that could be offered as potential aftermarket solution</li> <li>• Developed the business case for the approved opportunities assessing the market and financial performance of the offering in-terms of Revenue, Operating Profit, Free Cash Flow, Net Present Value, Internal Rate of Return and Return on Investment</li> <li>• Created the governance documents for the different stages of product planning process</li> </ul>  |                       |
| <b>PreSales Manager</b><br>TechMahindra, Noida, India  | Nov 2016 – Nov 2017   |
| <ul style="list-style-type: none"> <li>• Devised product/solution strategy, vision, and roadmaps for Telecom, Automotive, Banking &amp; Financials verticals in collaboration with Delivery teams. Considered short, medium, and long-term features to achieve the vision. Major clients – AT&amp;T, British Telecom, Volvo, Scotia Bank</li> <li>• Created response for the RFP/RFO/RFI by understanding client's requirements and handled pre-bid demos and presentations to win businesses</li> <li>• Coordinated with different stakeholders- delivery, sales, finance and legal teams for preparation of RFP response.</li> <li>• Recommended and implemented the changes in the existing RFP handling process after discussion with business owners including the creation of the internal repository for future reference</li> <li>• Analyzed the current market trends, technological developments and foresee the solutions that could be offered to the clients.</li> <li>• Worked in collaboration with cross functional teams on the prospective offerings</li> </ul>  |                       |
| <b>Deputy Manager-Sales</b><br>Vodafone Mobile Services Ltd, Delhi, India  | Sept 2013 – Sept 2015 |
| <ul style="list-style-type: none"> <li>• Managed direct sales of Vodafone products – Enterprise Mobility, Data and fixed line voice, Fixed line data such as PRI, Internet Leased Lines, NPLC, MPLS, Video/Audio Conferencing and Toll-free solutions to the corporates with turnover of more than USD 30mn</li> <li>• Engaged with C-level executives by showcasing Vodafone end-to-end capabilities and creating positive experience by maximizing product offerings</li> <li>• Practiced customer- centric approach to understand the customer requirement and expectation and proposing the appropriate solution</li> <li>• Developed and implemented tactics related to 4 Ps (pricing, positioning, placement and promotion) for the direct customers of the organizations in my portfolio. Enterprise Mobility – Baksons Pharma eliminating competition worth USD 30K; Mobility and FLD breakthrough in Graziano Transmissions worth USD 50K</li> <li>• Keep track of the market and financial performance of Data cards. New account acquisition, existing account penetration, % revenue generation and loss of sales to competition.</li> </ul> |                       |
| <b>PreSales Manager</b><br>Red Pyramid Infosystems, Noida, India   | May 2013- July 2013   |
| <ul style="list-style-type: none"> <li>• Provided consultative and product expertise throughout the entire sales cycle</li> <li>• Supported the sales cycle for solution-based sales activities through product demonstrations, PoCs and hands-on workshops</li> <li>• Responded to RFX documents and managing the bidding process</li> </ul>  |                       |

**Bid Opportunity Manager**

Mar 2011 – Jan 2013

CanvasM Technologies (*mobility unit of Tech Mahindra and now fully merged into Tech Mahindra Ltd*), Noida, India

- Managed large bids of the global corporates by responding to RFPs based on different platforms such as Android, iPhone, BlackBerry, Windows, etc. Handled clients such as British Telecom, Citibank, Katara, Telefonica, Viva Bahrain, Omantel, etc
- Proposed and developed integrated solutions to meet customer requirements. Deals won an iPad application for Katara Village in Qatar worth USD 150K; Business Intelligent Dashboard application of Sports firm in Middle East worth USD 120K
- Provided Estimation of Efforts by using Industry defined process of Effort Estimation
- Lead various Business Units (Delivery, Finance, Legal, Operations and Backend) and collating the inputs from these SBUs to deliver the solution to clients' requirements.
- Promoted the organization offerings by providing product updates, technical capabilities and business benefits of solutions to the customers. Major wins- Citibank Australia, Woolsworth Financial Services South Africa worth USD 50K; Omantel worth USD 65K, O2 and British telecom worth USD 50K
- Developed the solution roadmap strategy including identification of new technological solutions, upgradations and enhancements
- Assisted the technical delivery team in implementation of new solutions.

**Proposal Manager**

Jun 2008 – Nov 2010

Nokia Siemens Networks, Gurgaon, India

- Handled hardware requirements of the telecom operators present in APAC, Middle East, Europe and US regions such as Etisalat, STC, Viva Bahrain, MTN Nigeria, BSNL, Telenor, China Telecom, DTAC Thailand, etc by responding to the RFX.
- Led various technical teams involved in a bid and effectively communicate bid winning strategy to the teams.
- Liaised with the price estimation team and ensure the submitted proposal is within client budget
- Conceptualized and facilitated the development and implementation of a CRM tool that increased the number of bids handled by a manager by 25 in a single quarter
- Recognized for Introducing Feedback Capturing System which resulted in improving the quality of bids by more than 50%

**VOLUNTEER AND EXTRACURRICULAR EXPERIENCE****VP-Corporate Engagement, John Molson Sustainable Business Group**

May 2018- May 2019

- Established long-term relationships between JMSBG and Montreal corporates
- Raised the required funding for JMSBG's activities
- Created opportunities for JMSB graduate students to witness sustainability in industry

**Career Management Service Volunteer, John Molson School of Business**

May 2018- Aug2018

- Deliver workshops to assist students to have better career prospects
- Assist employers set up career events on campus
- Train other volunteers to deliver workshops

**RoboCup 2018 Volunteer, Montreal**

June 2018

- Assisted with registrations and certificate distributions
- Member of welcome crew to elementary schools and served as their guide during their hours of visit

**SKILLS AND INTERESTS****Computer Skills:** MS-Word, MS-Excel, MS- Power Point, MS Project, Visio**Language Skills:** English (Written and Verbal- fluent), French (Beginner Level)**Interests:** Yoga, Reading, Travelling

Connect with me on LinkedIn at: [www.linkedin.com/in/himanshi-garg25](http://www.linkedin.com/in/himanshi-garg25)