

BONY FERIAH

INSIDE SALES SPECIALIST

CONTACT

- +91-9747664204
- bonyferiah1@gmail.com
- [linkedin.com/in/bony-feriah-9b2877165](https://www.linkedin.com/in/bony-feriah-9b2877165)
- Banglore, India

SKILLS

- Product Knowledge and Technical Expertise
- Consultative Selling in B2B/B2C
- Cold calling and Negotiation Skills
- Sales Process KnowledgeAdaptability & Continuous Learning
- Adaptability & Continuous Learning
- Digital Marketing Awareness
- Understanding pn software's architecture and Features
- Technical Documentation and Support

EDUCATION

B-TECH

AMAL JYOTHI COLLEGE OF ENGINEERING (MG UNIVERSITY)

2014-2018

Bachelor of Technology completed with specialization in Computer Science. (CSE)

OBJECTIVE

Dedicated Software Sales Engineer with over 3.5 years of experience combining technical expertise with sales acumen. I am eager to contribute to a dynamic organization focused on cloud solutions in AWS, Azure, and GCP including devops, leveraging a strong track record in business development, technical support, and client relationship management.

WORK EXPERIENCE

SENIOR INSIDE SALES MANAGER B2B/B2C

INTELLIPAAT SOFTWARE SOLUTION PVT LTD

JULY 2023 - PRESENT

- Handling lead generation efforts, identifying and prospecting clients for a wide variety of software edtech products majorly focusing on areas like Data Analytics, Cyber Security, Testing, and Cloud computing.
- Working on both B2B and B2C Segment
- Specialist in sales of cloud-based technical courses and mainly concentrating on DevOps
- Lead generation for B2B clients through software and networking
- Consistently surpassed sales targets.
- Handling both domestic and International market
- Handling demos to cooperate with clients for group enrollments
- Expertise on payment gateways like Razorpay,justpay and other loan gateways and process

CO-FOUNDER (D2C)

KERETAMART

JAN 2022 - JUNE 2023

- Keretamart was established in 2022, specializing in the automobile industry with a focus on four-wheeler aftermarket parts. We operate in the Direct-to-Consumer (D2C) market, offering a seamless car accessories buying experience.
- Dealing automobile aftermarket parts imported from countries like China, Taiwan
- Dealing with international relationships with the exporters and discussing the requirements according to the Indian market
- Taking orders from multiple clients all over India and handling complete business and payment pipeline
- Handling different queries from regular clients

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LANGUAGES

- English
- Malayalam
- Tamil
- Hindi

EXPERTISE

- Cloud Services (AWS, Azure)
- CRM - Salesforce, Leadsquared & ZOHO
- Prospecting & Lead Generation (Inbound and Outbound)
- Sales Presentations
- Technical knowledge on a wide variety of topics including Cyber Security, Testing, Data Science, etc.
- DEVOPS (CI/CD PIPELINE)
- API
- APPLICATION SECURITY
- SECURITY MONITORING
- LEAD GENERATION AND NETWORKING
- COLD CALLING
- PAYMENT HANDLING
- Knowledge on multiple payment mode on domestic and interenational gateways
- Account management / Renewal

WORK EXPERIENCE

Business Development Associate (B2C)

Think and learn pvt ltd (BYJUS)

MAR 2021 - NOV 2021

- Dealing with sales on different products coming under Byjus on the B2C market
- Handling products like Byjus K3, K9 and K12 segments
- Generate Leads through cold calling
- our role will start with contacting the potential customers (parents & students) to set up meetings and counsel the students on learning pedagogies, and BYJU'S personalized learning journey
- Handling payment part and loan parts with multiple lenders from application to disbursement part
- Handling review with cx and make solutions if they are having any problem with the product in all quarters
- In rare case scenarios, direct sales also take care for some high-end clients and giving demos

Business Development Associate (B2B)

Carpe Daws

FEB 2020 - FEB 2021

- Dealing with hospital client relationship software sales in India, UAE, and European markets
- Handling the complete sales pipeline from booking appointments to the closing part
- Maintaining strong relationships with existing clients and getting more account renewals and new products
- Meeting hospital CTO and PRO for the technical presentation and giving a proper understanding of how Carpe daws CRM gives growth and satisfaction to the client
- Dealing with with existing database in the organization helping them how to integrate Carpe Daws CRM
- Proactively identified and capitalized on opportunities for business expansion in the cloud services sector.
- In Post sale process taking reviews in all quarters and making an understanding there technical team to make changes accordingly to make more client satisfaction
- Working in multiple CRM like Zoho and Salesforce for lead generation and client management

GSOC Engineer (6months contract job)

TOMIA

SEP 2019 - FEB 2020

- Monitoring security alarms in global telecom roaming networks in multiple countries
- Analyze complex service-related problems and recommend solutions accordingly.
- Setting up various network profiles for multiple clients.
- Provision for service customization and service preparations
- Perform bulk configuration requested by Clients
- Following the daily error reports
- Working on basic error in data base and Linux servers