

Bivash Gupta

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Professional Summary

A results-oriented Business Development Manager with extensive experience in SAP, Oracle, ERP, and IT solution sales. Proven expertise in corporate sales, B2B sales, team management, vendor management, and software solution sales across Pan India, eastern india, Skilled in handling SaaS, IoT, cloud-based solutions, CRM, HCM, and DMS.

Top Skills

SAP Sales/Oracle Sales/ERP and IT Solution Sales/Corporate and B2B Sales/Software Solution Sales/IoT Sales/Business Development/Team Management/Vendor Management

Certifications

- Getting Started with Support from SAP (Support Accreditation) - Record of Achievement
- The Fundamentals of Digital Marketing
- Tally certification
- Jet airways (Ground Staff certification)
- Axis bank certification

Professional Experience

AuditorsDesk (Statutory audit and internal audit SaaS based software solution provider)

Customer Success Manager

November 2024 - present | Kolkata, WestBengal India

- Job Role is to sell auditing software at well renowned corporate houses, CA and CS firms.
- Under training and probation period.

AeonX Digital Solutions (SAP Gold Partner & AWS Partner Advanced Tier Services)

Business Development Manager

January 2024 - November 2024 | Kolkata, West Bengal, India

- Sales of SAP solutions (Rise with SAP,Hana, ECC, AMS services) and AWS cloud services (migration, DR, database setup).
- Key Clients: Ambuja Neotia, Electrosteel, Amrit Cement, Budge Budge Refineries, D-dev Plastics, etc.

TCS iON

Business Development Manager - Pan india

February 2022 - December 2023 | Kolkata, West Bengal, India

- Specialized in selling TCS iON ERP solutions for manufacturing industries across India.
- Key Clients: Eskag Pharma, SRMB, Ronak Switchgear, Securitas Engineers, Trikaya Coating, etc.

Filix Consulting Pvt. Ltd

Senior Manager - Consulting Sales

August 2020 – July 2021 | Kolkata, West Bengal, India

- Sales of Oracle Netsuite licenses, EBS services, and Fusion solutions.
- Key Clients: Tea Junction, Texmaco, Biskfarm, Jaguar Bath Fittings, D-Decor, etc.

In4velocity Systems

Assistant Manager - Sales (East)

August 2018 – August 2020 | Kolkata, India

- ERP solution sales for infrastructure companies.
- Key Clients: Simoco Sanhita, Sristi Infrastructure, Adhunik Group, Siddha Group, Shrachi Group, etc.

Kanix Infotech Pvt Ltd

Business Development Manager

December 2015 – July 2018

- Focused on ERP sales for infrastructure businesses.
- Key Clients: Belani Group, Sanmar Realty, Meridian Group, Alcove Realty, Salarpuria Group, etc.

Adept Infoways Pvt Ltd

Marketing Coordinator

2013 – 2015

- Specialized in selling ROC software to CA/CS firms and corporate houses.
- Key Clients: Singhi and Co, JPNR, Damodar Ropeways, etc.

Dewars Garage Ltd

Trainee sales executive

December 2010 – July 2011

- TSA for maruti car showroom sales at topsia

Education

University of Calcutta

Bachelor of Commerce (B.Com.) in Business/Commerce (2007 – 2010)