

## Monosree Biswas

+91 7003591342

[monosreeiem03@gmail.com](mailto:monosreeiem03@gmail.com)

### Professional Summary

Business Development Manager with 6+ years of experience in cloud solutions, IT sales, and client relationship management. Skilled in lead generation, strategic sales planning, and driving revenue growth through cloud and SaaS solutions. Experienced in working with enterprise clients, channel partners, and decision-makers such as IT Heads and CTOs. Passionate about helping businesses adopt scalable and secure cloud technologies.

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### Core Expertise

- Account Management & Upselling
  - Cloud Solutions Sales (AWS, Azure, GCP, Google Workspace)
  - SaaS & Managed Services
  - Lead Generation & Client Acquisition
  - Strategic Sales Planning
  - Partner & Channel Management
  - Proposal Creation & Contract Negotiation
  - Digital Campaigns & Webinar Promotions
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### Professional Experience

#### Business Development Manager – Cloud

##### Pentagon System and Services Pvt Ltd | May 2023 – November 2025

- Manage key enterprise accounts and drive upsell opportunities for cloud solutions.
- Promote managed services across AWS, GCP, and Azure.
- Engage with channel partners, OEMs, CTOs, and IT decision-makers.
- Understand client workloads and recommend tailored cloud strategies.
- Lead digital marketing initiatives and webinar campaigns for lead generation.
- Prepare proposals, negotiate commercials, and close strategic deals.

#### Business Development Executive

##### CloudNow Technologies | Oct 2022 – May 2023

- Generated new business and renewal opportunities for Google Workspace solutions.
- Qualified leads and built strong partner relationships.
- Assisted clients with cloud email solutions and migrations.
- Contributed to revenue growth through effective sales engagement.

#### Senior Technical Sales Associate

##### Inflex Technologies Pvt. Ltd. | Nov 2019 – Oct 2022

- Managed and nurtured relationships with key clients to ensure retention.
- Delivered cloud products and services efficiently.
- Developed sales strategies and presented account performance reports.
- Conducted market research, cold calling, and lead generation activities.
- Provided technical assistance related to Google Workspace solutions.