

Urja Senani

Experienced **Presales Consultant** with 2+ years specializing in **IT infrastructure storage solutions**. Proven in delivering tailored client solutions through **advanced technical expertise** and **strong communication skills**.

Work Experience

Specialist 2, Inside Product, Dell Technologies

May 2024 - Present

- Showcased in-depth knowledge of Dell's **storage** products, **networking** technologies, and security practices through compelling **product demonstrations**, highlighting key technical features and benefits to customers and partners.
- Prepared and delivered impactful **presentations** and **proofs-of-concept (POCs)** to showcase Dell's products and services. Effectively communicated the features, benefits, and value proposition of solutions, aligning with potential customer needs.
- Collaborated with Pre-Sales Solution Architect to develop a strong lead **pipeline**, contributing to a **20%** increase in potential opportunities and generating a **revenue** of more than **\$7.1M**.

Associate Sales Engineer Analyst, Dell Technologies

Feb 2022 - May 2024

- Provided comprehensive technical support to customers throughout the **Discovery, Analysis, Design, and Defense (DAAD)** stages of opportunities, significantly aiding the sales team and Account Executives.
- Collaborated with System Engineers and Account Executives to design and recommend **optimal enterprise storage** solutions for clients, aligning with their specific requirements.
- Analyzed customer requirements, **designed solutions** with product quotations, and developed compelling **technical proposals**, effectively addressing **customer pain points** and highlighting Dell's competitive advantages.

Associate Network Engineer, Netcon Technologies

June 2021 - Dec 2021

- Designed **high-level network diagrams** using Visio to visualize and communicate network architecture to stakeholders.
- Conducted **network troubleshooting and resolved connectivity issues** to minimize downtime.
- Collaborated with cross-functional teams to **implement network upgrades and expansions**.

Educational Background

Bachelors of Technology

Presidency University

2017 - 2021

- Specialization in Electronics and Communication Engineering.

Certifications

- AWS Cloud Practitioner Certification (AWS)
- Associate - Information Storage and Management v4 (Dell Technologies)
- Associate - Networking Exam v1 (Dell Technologies)
- Specialist - Midrange (Dell Technologies)
- Cloud Infrastructure Design (Dell Technologies)

Contact

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[Linkedin](#)

Skills

- Presales Technical Support
- Customer Engagements
- Asset Management
- Storage Networking
- Technical Troubleshooting
- Technical RFP/RFI Contributions
- Storage Capacity Planning and Performance Optimization
- Understanding Customer Requirements and Pain Points
- Understanding of Cloud Based/SaaS Customer Management
- Understanding Customer Requirements and Pain Points
- Effective Communication

Languages

- English (Fluent)
- Hindi (Fluent)