

## **PRERANA – ALUMNI TALK**

### **GUEST SPEAKER**

**Mr. Vishal Gupta**, Senior Territory Business Manager (Oracle Cloud & On-Premise Technology) - Maharashtra & Goa

On October 13<sup>th</sup>, 2018 the SIP Committee of SDMIMD organized an Alumni Talk as a part of their flagship programme 'Prerana', for the second year PGDM students.

Mr. Vishal, being an alumnus of the Institute began the session by sharing his memories and experiences at SDMIMD with the students.

Further to this, in his speech, Mr. Vishal Gupta explained about the ecosystem of Oracle India and role played by significant departments ranging from Business Development Consultancy to Pre-Sales Department and their key contributions to the overall success of the organization.

Mr. Gupta also explained the differences between Traditional Sales Function and the New Sales Process and the activities covered in the entire gamut of Sales and Marketing. He also emphasized on the vital role played by the Sales and Marketing department of an organization and how the increased importance for customer value in these departments are vital for the success of the organization.

Mr. Gupta concluded the session by sharing few placement preparation suggestions with the students and with an active interaction session with the students where in all the students clarified their doubts with regards to the field of IT, Marketing and Sales as well as Placements.