

# Muhammad Adhwa Bin Basri

Inside Sales Representative

## Profile

- Inside Sales Representative with experience in managing Mid Market accounts for more than 6 years experience.
- Proven sales & marketing track record in coordinating and planning for programs and campaigns.
- Multilingual with experience handling APAC markets Singapore, Malaysia & Indonesia.
- Experience in using sales intelligence tools in Salesforce & Eloqua.
- Well-versed in understanding Cloud business model IaaS/PaaS & SaaS and Certified Oracle Cloud architect foundation stage

## Employment History

### Inside Sales Representative at New Relic, Singapore

November 2021 — Present

- Covering Asean region for net new logo and managing existing account supporting Technical account manager to drive consumption growth
- Proven sales track record in Over achieving 120% FY 22 net new logo & existing customer on ACV Annual Contract Value
- Well versed in Bahasa Indonesia supporting Indonesia partner like softwareone for enablement product training for the sales team
- Cloud certification Google green belt, Oracle Cloud foundation & Oracle Cloud architect foundation stage

### Sales Representative at Oracle, Singapore

August 2019 — November 2021

#### Role

- Selling Oracle Cloud Technology Platform (IaaS & PaaS) to enterprise & mid market customers.
- Develop & Execute a territory business planning, Account mapping to deliver sales target by building pipeline, qualifying prospects and closing business.
- Develop relationships with customers directly and through channel partners.
- Fostering the penetration of Oracle Cloud Business solutions by developing reliable, scalable and realistic growth strategies.

### Google Cloud Vendor Sales Representative at N3 Accenture, Singapore

April 2018 — July 2019

#### Role

- Sell Google Cloud platform IaaS & PaaS to new Customers and existing GCP customers.

## Details

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Singapore, 768064  
Singapore  
93278459  
[mbasri@newrelic.com](mailto:mbasri@newrelic.com)

Date / Place of birth

21/12/1984  
Singapore

Nationality

Singaporean

Driving license

Class 3A

## Links

[Linkedin](#)

## Skills

Salesforce

Adobe Photoshop

Microsoft PowerPoint

Microsoft Excel

Keynote

## Languages

English

Bahasa Malay

Bahasa Indonesia

## Hobbies

Soccer, scuba diving, Running & Gym

- Managing smb accounts in APAC region MY, ID, IND & ANZ.
- A team based Solution selling working together with Google Cloud architect, customer centric focus on cloud hosting and cloud solution.

## **Inside Sales Representative at Acronis, Singapore**

April 2017 — April 2018

### **Achievements**

- Rank no.1 for ISR for year 2017.
- Achievements for getting 2 new partners on board in partner on boarding programs in Bangladesh & Sri Lanka.
- Achievements 15% growth for new sales in Malaysia & Indonesia FY 17 and 20% growth for renewal sales FY 17.

### **Role**

- Sell Acronis Back up software to new customers and doing renewal sales for existing customers.
- Working closely with Sales Account manager and Acronis Partner.
- Managing accounts in different region MY, ID, IND, PK, VN, BD & SL.
- Remote Account manager managing accounts in Pakistan, Bangladesh & Sri Lanka.

## **🎓 Education**

**BSc Banking & Finance, Adam International University, Atlanta, Georgia, Singapore**

January 2012 — May 2014

## **🔧 Courses**

**CMFAS M5/M9/HI, CMFAS**

November 2009 — Present

**Marketing On Instagram, LinkedIn Learning**

January 2020 — Present

**Oracle Cloud Infrastructure Foundations 2020 Certified Associate, Oracle**

May 2020 — November 2021

**Oracle Cloud architect associate foundation, Oracle University**

December 2020 — June 2022

## **🗨️ References**

**Anderson Goh from Glocomp**

+60122833408

**Azlyn Khalid from N3 Accenture**

98784951

**Bruno Silva from Oracle**

86617047