

Technology Sales & Account Management Leader

Driving Business growth

Accomplished Technology Industry leader with expertise in sales, account management, growing large P&L. Build and nurture strategic partnerships with C level and executive leadership. Lead and build high-performance team for sales and client services. Adept across Revenue Gen. functions including sales management, sales operations, go-to-market strategy and fostering partner ecosystem for business development with 23+ years of overall professional experience.

Originate, lead and close deals across sales lifecycle covering the spectrum of digital transformation, product engineering, cloud, data and managed services. Worked with clients across Industry domains- mostly Hi-Tech, Manufacturing, Retail, Healthcare and Financial services. Account portfolio has included Netapp, Sony, Olympus, Eaton, IBM, Intuit, Citrix, Adobe, Electronic Arts, Activision, Equinix, HPE, GoDaddy, AIO Networks, Belden, Honda and many others.

Account Management • Consultative Sales • Executive Relationships
P&L Management • Data-Driven Decision Making • Go-To-Market Strategies
Strategic Planning & Execution • Business Development • Performance Metrics & KPIs
Sales Leadership • Partner Ecosystem Development • Sales Operations

CAREER NARRATIVE & MILESTONES

Incedo Inc, Santa Clara,

July '23 – till date

Vice President, Sales – Product Engineering

Lead business development across hunting and farming for Product Eng. BU, helping clients adapt to Industry 4.0, \$40+ m P&L. Opened up new avenues of growth with existing and new accounts.

Wipro, Mountain View

2021 – Dec '22

Sr. Director, Digital Sales

Overview: Lead digital transformation services and solutions sales for portfolio of Tech. Product & Platform clients.

Notable Achievements:

- Led and closed a large deal, \$24m TCV with F500 company related to digital transformation for marketing services
- Led and closed several other deals including cloud assessment & migration, software asset management & integration APIs refactoring and development, test automation for Salesforce, collaboration product support services and so on.
- Led and collaborated with CPs to successfully enable SOWs renewals with increased scope, valued at \$30+ m TCV
- Defined and led accounts planning & strategy for FY'23 growth focused on digital services, collaborating across SLs.

Tech Mahindra, San Jose

2018 – 2021

Asst. Vice President, Hi-Tech

Overview: Lead a cluster of accounts focusing on the ISVs & OEMs, selling and delivering solutions across product engineering, digital, applications and analytics. Played a hybrid role with farming and hunting and also supported 360 relationships with some clients including Tibco, Netapp, Equinix and others. Lead QBRs with cross-functional leadership and client stakeholders.

Notable Achievements:

- Led a new Enterprise client win for MarTech modernization with Salesforce and content migration services.
- Led a new client win to provide global product support for a digital-native data services company
- Led the sales motion for establishing 360 partnerships with a cloud-native ISV. Set in motion several discussions with client C levels for identifying 'Sell to' opportunities in product engineering, integration dev, professional services.
- Expanded our footprint in a large data storage company, by opening up newly formed Cloud BU at the client.

Trianz, San Jose

2016 – 2018

Director, Senior Client Partner

Overview: Led solutions and consulting-led sales with a portfolio of clients while managing multi-million P&L and incubating client-centric digital & cloud solutions. Recognized by the CEO as a high performer and subsequently

Lalit Kumar

collaborated directly with him on some key strategic initiatives related to business growth. Leveraged existing relationships with software partners to drive new business and exceed sales growth.

Notable Achievements:

- Secured the largest deal of the year for the organization with a F-500 client
- Collaborated with the CEO to lead cross-sell initiatives for repeatable solutions across the accounts resulting in new business of \$5+m within a year.
- Drove revenue growth by leveraging strategic relationships with software partners (such as AWS, IBM, Microsoft, Oracle, ServiceNow) to drive sales pipeline over \$10m within a year.

Beyondsoft Consulting, San Jose

2015 – 2016

Asst. Vice President, Sales

Overview: Incubated account management function in America BU and led a distributed team in this role. Periodically reviewed performance metrics of the accounts with the sales, delivery, operations, and finance teams

Notable Achievements:

- Designed solution offerings and GTM strategy resulting in a \$20M+ pipeline
- Aligned the organization for growth by leading contract renewals in 2016 for multiple accounts, closing new business opportunities worth multi-million \$.

Globant, San Francisco

2014 – 2015

Client Partner

Overview: Led portfolio of client accounts driving revenue growth and profitable P&L

Notable Achievements:

- Successfully led acquisition of 2 new clients within the first 6 months and developed 3 new channel partnerships with digital agencies, apart from creating farming opportunities in the existing client base.
- Aligned the organization for success by leading the largest P&L on West coast, mostly in Hi-Tech, retail, and consumer goods verticals, growing at over 30% YoY.

MetricStream, Palo Alto

2010 – 2014

Manager, Professional Services

Overview: Led and managed number of client engagements for software deployment and drive business outcome for the clients. Directed webinars and presentations to evangelize solution offerings. Led and drove conversations with SI partners to augment professional services delivery.

Notable Achievements:

- Led cross-discipline team for the largest MetricStream platform implementation for an F500 financial client.
- Played an instrumental role in the largest custom application development on the MetricStream platform for a large Industrial client, collaborating with client's team and internally with product management, engineering, and professional services team.

Cognizant Technologies, India & USA

2006 – 2010

Account Manager

- Client relationship management and business development for accounts like eBay, Xerox and others. Part of winning team that closed \$25+m in application maintenance / managed services deal.

Infosys Ltd., India

2000 – 2002

Software Engineer

EDUCATION & PROFESSIONAL CERTIFICATION

MBA (PGDM), 2002 – '04 : Indian Institute of Management, Kozhikode – Won Merit Scholarship

B. Tech., 1995 – '99 : Indian Institute of Technology (ISM) – Won Merit Scholarship