**BHARAT LALL**

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Sales Professional – Enterprise Account Manager

Workforce Management, ERP, CRM and HCM

**SYNOPSYS:**

A result-driven high performance sales professional, with 17 years of experience in selling Workforce Management, HCM, ERP and CRM solutions in India and Middle East. A long track record of successfully directing the execution of tactical operating plans.

**career profile & expertise:**

* Skilled in all phases of business development cycles, including prospecting, presentation, relationship building, negotiations and closure. Key account development, new account identification & penetration.
* Passionate hunter who proactively generates and closes business with new and existing customer to achieve revenue goals.
* A strong team player with proven ability to work with professionals’ at all organizational levels and departments like pre-sales, channels, marketing and implementation team.
* Trusted partner with senior customer leadership and have been able to build long lasting and productive relationship by communicating value proposition from the product acquired by them.
* Proficient at developing and implement short term and long term business plans for both established & new market in India and Middle East.
* Experienced in strengthening corporate relationship, growing existing business and winning customer loyalty by working with professional services team & partners to deliver expected results.
* Fast learner with the proven ability to hit the ground running and deliver results quickly.
* Acknowledged by senior management for exceptional business results, consistency in sales and execution capabilities.
* Technical & functional subject matter expert who leverages deep product portfolio knowledge to grow new business.
* Technical proficiency in software, hardware and functional knowledge helps to penetrate beneath surface to determine unique client needs, build rapport and provide appropriate product and solution.

**Awards & Accolades:**

Record of consistently exceeding sales quota and generating revenue:

Kronos Systems India Pvt. Ltd.

* 2014 : Qualified for quota club as Enterprise Account Manager, for achieving 137% of the sales target
* 2013 : Qualified for quota club as Enterprise Account Manager, for achieving 107% of the sales target
* 2012 : Achieved 99% of the quota as Enterprise Account Manager
* 2012 Q4: Award for signing two simultaneous deals in logistics industry.
* 2012 Q1: One champion award for innovative thinking for one of the large media group.

Focus Softnet – Qatar, Middle East

* 2009 : Achieved Best Branch Manager award, for achieving highest sales in Middle East
* 2008 : Achieved Best Branch Manager award, for achieving highest YOY growth in Middle East

Softline Software Services (P) Ltd – Mumbai, India

* 2005 : Achieved Best Performing Branch Manager award, for the year on achieving highest sales in India
* 2004 Q1: Achieved Best Performing Branch Manager award, for Q1 on achieving highest sales in India

**Professional Experience:**

**Kronos Systems India Pvt. Ltd.** [**http://www.kronos.com/**](http://www.kronos.com/)

**Enterprise Account Manager March 2011 – present**

Key Responsibilities:

* Job responsibility is to generate sales revenue from net new enterprise accounts and managing couple of existing accounts in the west and east region of India. It is a role covering all Industry verticals with more focus on IT/ITES, Logistics, Retail and Manufacturing accounts.
* I have been instrumental in establishing non-manufacturing account base for Kronos in India by acquiring net new deals in BPO, Retail, and Media and Logistics industry.
* Worked with team and managers to build Go–To-Market strategies for the region and key accounts
* Establish & expand footprint in the defined region by self-generated leads and prospecting.
* Generate business from existing accounts by cross-sell and up-sell of additional license, modules and hardware.
* Liaise with Presales team for providing solutions which aligns to prospects’ requirements, build business case and ROI Justification
* Manage and maintain C level connects in large accounts and leveraged relationship to expand existing business and reference visits.
* Consistently build and maintain minimum 3x opportunity pipe throughout the year.
* Work with marketing team to execute marketing plans, build customer case study and actively participated in events.
* Co-ordinate with system integrator / internal professional services team to ensure successful delivery of the solutions.
* Work with legal team to discuss and finalize contract with prospect / customers
* Worked with prospects to make them understand the cost, service, security, flexibility, stability, and longevity advantages of the SaaS model. Was able to successfully acquire 2 customers on SaaS Module : Firstsource and Altisource
* Closed Net New Accounts: Infiniti Retail (Croma), Times of India, APMT, Gujarat Pipavav Port, DHL Supply Chain, Sutherland

**Aakit Technologies Pvt. Ltd.** [**http://www.aakit.com/**](http://www.aakit.com/)

**Senior Sales Manager – SAP 1st Sept 2010 – 28th Feb 2011**

*Key Responsibilities:*

* Responsible for generating revenue from professional services, AMC’s and Selling SAP ERP to Enterprise Accounts in Manufacturing & Construction Industry.
* Actively participated in marketing event at Indo German Chambers
* Work with lead generation team to identify target accounts and help them generate leads and schedule appointment.

**Softline Software Services (P) Ltd.** [**http://www.focussoftnet.com**](http://www.focussoftnet.com)

**Multiple Positions 1st June 1998 to 31st August 2010**

I started my carrier with FOCUS as a Sales Trainee; got 5 promotions within a span of 3 years by securing position as a Branch Manager for Mumbai on 1st April 2001. After successful stint as a Branch Manager in Mumbai for 5 years, I was given opportunity to manage newly setup branch in Qatar (Middle East) for 3 years. I have been acknowledged by senior management for exceptional business results, management skills, consistency in sales and execution capabilities in India and Qatar.

* Assistant Vice President – Operations (Sales) and Technical 1st May 2009 to 31st Aug 2010
* Assistant Vice President - Qatar (Middle East) 27th April 2006 to 30th April 2009
* Branch Manager – Mumbai 1st April 2001 to 27th April 2006
* Business Development Manager (Multiple Positions, Joined as Trainee) 1st June 1998 to 31st March 2001

Key Responsibilities:

* Overseeing the day-to-day branch operations in Mumbai (4 years) and Qatar (3 years) and responsible for handling Sales, Support and Implementation team.
* Established new office in Qatar, worked with management and sponsor to arrange additional visas’. Expanded team size from 2 to 8, within first 18 months.
* Responsible for achieving branch target by generating revenue from net new product sales, repeat business from existing customer, support AMC’s and revenue from professional services.
* Accountable for branch P&L, meet branch profit goals, managing expenses, reporting MIS to VP and Finance Team on monthly basis.
* Generating revenue by selling FOCUS ERP, HCM and CRM products and services within the defined region.
* Undertaking performance review on daily / weekly basis for sales & professional services team.
* Involved in recruitment process, appoint new staff, schedule appropriate training for staff and motivating them.
* Monitoring ongoing implementation and maintain healthy business relationship with customers.
* Work with corporate marketing tram to formulated strategies for maximizing brand image. To organize and actively participate in marketing campaigns.
* Liaised with channel partners to acquire business in existing and new territory. Expanded footprint in untapped region like Gujarat and Rest of Maharashtra.
* Secured net new accounts in India : Cheminova India Ltd., Society Tea, Sundaram Multi Pap Ltd., Victorinox, Jolly Board, Kamani Oil
* Acquired 30+ net new accounts within 2 years. Major accounts includes Doha Petroleum, Consolidated Gulf Company, Sports Corner, International House Group, Doha Motors, Ciko Middle East

**Academics & Credentials**

* Bachelor of Commerce Mumbai University 1993-1998

##### Advance Diploma in Software Engineering Aptech Computer Education 1998-2001

**Training exposure & Certification**

* Feb 2011: SAP Sales Executive - Level 1
* July 2012: Negotiation to Win by Jim Thomas
* Jan 2014: Strategic Selling by Miller Heiman

**Personal Dossier**

* Lingual Dexterity: English, Hindi, Gujarati, Marathi, Kachchhi
* Interests: Travel, Movies, Cars and Technology
* Date of Birth: 9th January 1978
* Marital Status : Married