

<First Name> <Last Name>

E: <E-mail> | <LinkedIn> | <Phone Number> | Toronto, Canada

PROFILE SUMMARY

- 5+ years of sales experience in different industries (SaaS/Cloud, IT, Smartphones/Telecom, Automobile)
- Experience in end-to-end sales starting from reaching out to the account to technical qualification to close.
- Experience in working with SMB and Mid-Market accounts
- Experience in dealing and negotiating with CXOs in Cloud and PC buying deals at [REDACTED]
- Excellent cross team collaboration and stakeholder management skills with direct experience in all roles.
- Tools used: Salesforce, LinkedIn Sales Navigator, SalesLoft, ZoomInfo

PROFESSIONAL EXPERIENCE

Company 1, Canada (Top Cloud Provider)	Account Executive	Jan 2023 – Present
<ul style="list-style-type: none">• Worked on 30+ campaigns and 300+ accounts in a quarter and generated cross-sale and up-sell opportunities by understanding clients' business closely and providing [REDACTED] cloud solutions that can enhance their business.• Managed the pipeline from more than 40 accounts in a quarter with a value of several thousand dollars per account.• Strong account scrubbing skills to reach out to the right decision maker by using tools such as LinkedIn sales navigator and ZoomInfo.• Designed the effective approach of follow-ups via calls, emails and LinkedIn via cadences in SalesLoft.• Exceeded quarterly sales quota (>130% consistently) through strong sales performance in the assigned territory.• 25% growth in revenue QoQ by understanding the clients' business, with collaboration with technical teams to deliver customized cloud solutions for higher customer satisfaction.• 40% growth in average deal size vs LY by leveraging solutions in data analytics and generative AI space.• 32% opportunities are with cross-sale of [REDACTED] – highest in the team.		
Company 2, India (OEM for Laptops)	Partner Account Manager	Mar 2022 – Sep 2022
<ul style="list-style-type: none">• Experience in handling commercial business of [REDACTED] products in the assigned province in India and was responsible for business worth \$15 million annually.• Managed end to end sales for more than 50 key accounts and 12 key partners across the province.• Consistently achieved all quarterly targets by >150% and earned the highest commission in the team.• 22% growth in the sales vs LY by effective working of leads, prospects and partner management.• 35% growth in workstation category YoY and closed the biggest workstation deal with a diamond customer.• Added 15 new logos per quarter in the mid-market and SMB space, highest in the team PAN India.• Cross-team collaboration and stakeholder management for marketing, finance and scheme approvals.• Managed the team of 3 Area Sales Managers to drive the business through partners as well as customers.		
Company 3, India (OEM for Smartphone)	Key Account Manager	Apr 2019 – Mar 2022
<ul style="list-style-type: none">• Managed one of the largest retail chains of consumer electronics (Croma) for [REDACTED] mobile phones, tablets and wearables. Managed Topline of \$40mn across 40+ Croma stores and E-Commerce for Mumbai region.• Increased market share of [REDACTED] sellout from 29% to 35% at Croma retail including online sales.• Increased premium segment contribution to overall sales from 25% to 36% by ensuring stock management, activations in stores and training the manpower.• 17% YoY growth in festive period sales by leveraging high end and premium segment devices.• Collaboration and Stakeholder Management with both external and internal team for inventory planning, marketing activations, sellout, operations, finance, pricing etc.• Reduce the days of inventory to 30 days from 50 days by liquidating end of life products and still maintained maximum inventory value by pushing premium segment sellout.• Managed the team of 2 sales executives, 2 operations specialists and 1 MIS.• Awarded prestigious Top Performer award in the modern retail line of business.		
Company4, India(OEM for Automobile 2-wheeler)	Territory Manager - Sales	Jun 2018 – Mar 2019
<ul style="list-style-type: none">• Managed four key accounts(dealerships) by handling dispatch and retail of vehicles, stock planning, fund planning and improving SOPs• Carried out Festival Planning-Nakshatra 2018 and achieved a target by 109% and stood 2nd in the state.• Expansion of Sales Network: Appointed 4 networks in 3 months and increased the reach of sales to 78%• Strategized and improved EMS, awareness and BTL activities focusing on scooters to gain market share by 1.2% in the territory		

EDUCATION

Master of Business Administration (GPA: 7.05/10)	06/2016 – 04/2018
<Institute Name>	
Bachelor of Engineering - Mechanical Engineering (GPA: 7.41/10)	06/2011 – 05/2015
<University Name>	