

Urshila Lohani
Senior Corporate Account Executive - MongoDB

Gurgaon, Haryana - Email me on Indeed: [indeed.com/r/Urshila-Lohani/ab8d3dc6dd8b13f0](https://www.indeed.com/r/Urshila-Lohani/ab8d3dc6dd8b13f0)

Willing to relocate: Anywhere

WORK EXPERIENCE

Senior Corporate Account Executive

MongoDB - Gurgaon, Haryana -

May 2016 to Present

- Designed and implemented a 2-year sales strategy for South India Region; revenues grew 4X.
- Trained sales team of 35 from 20 partner companies; revenues generated through partners increased 50%.
- Led Business development team of 5 to build pipeline of 4X.
- Acquired 32 new accounts with industry leaders including Intuit, IBM, Wipro, McAfee, Airtel, Religare and Adobe; 100% renewals in all existing accounts.
- Initiated, designed and executed marketing events; attendees included 200 IT heads; generated \$1M pipeline.
- Ranked in top 5% of global sales team of 322; Awarded thrice for highest quarterly revenues in APAC.
- Won Excellence Club Award in FY17 and FY18.

Account Manager

Red Hat - Bengaluru, Karnataka -

June 2014 to May 2016

- Responsible for sales of entire Red Hat Product Portfolio in Mid market and Enterprise Accounts in West and South India Region.
- Introduced Customer Success Program; renewals up 20%; revenues rose 12%.
- Formulated sales strategies and achieved \$4M in sales.
- Won multiple awards (four quarters - highest revenues closed) and (2 consecutive years - 100% Club Award).
- Improved brand presence in small cities and towns; inducted new partners; revenue driven by partner channels up 26%
- Designed events engaging IT Directors & CxOs; penetrated 7 key accounts; generated \$400K pipeline.

Account Manager

Oracle - Noida, Uttar Pradesh -

May 2013 to May 2014

<https://www.indeed.com/r/Urshila-Lohani/ab8d3dc6dd8b13f0?isid=rex-download&ikw=download-top&co=IN>

Business Development Rep

Oracle -

September 2011 to April 2013

- Responsible for MySQL, Oracle Linux and VM Sales in North Central US Region.
- Generate opportunities using LinkedIn, Hoovers, Job Portals, Marketing Leads and Oracle Install base.
- Work closely with Channel Partners, Resellers and Oracle Internal Counterparts to increase customer base.
- Designed & developed Pipeline Generation kits for Sales team of 12.
- Awarded in Q1 and Q2 FY13 for highest quarterly achievement in the team; 100% Annual Quota achieved for FY12 and FY13.
- Revamped email marketing campaigns led to 15% higher response rate.
- Initiated a structured mentorship program for MySQL Team; Training times down by 2 Months; productivity up 50%.

EDUCATION

B Tech Honors in Technical

College of Engineering - Roorkee, Uttarakhand

August 2007 to May 2011