

# Amitash Degan

Key Account Manager

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## PROFESSIONAL SUMMARY

Experienced Key Account Management Professional; offering over two years of experience in marketing, client liaison & account management, with a proven track record in SaaS, Logistics & Marketing Solutions. Marketing experience of interior designing, co-working spaces & working with architects.

## EXPERIENCE SUMMARY

### Shipway Technology– Key Account Manager

Since Jan 2024

#### Work Profile: -

SPOC for multiple client accounts of The ConvertWay  
End-to-end sales monitoring, account management  
Consultative Suggestions for marketing activities  
Cross-selling & Up-selling Shipway's allied services

#### Roles & Responsibilities: -

Co-ordinating with different cross-functional teams such as Sales & Tech for client query resolution  
Securing recurring revenue from clients & achieving monthly revenue targets in USD  
Gathering customer feedback & collaborating on product development & upgrades  
Demonstrating new features & updates in The ConvertWay app & increasing monthly consumption in USD

### Shipway Technology- BDM

07/2023 - 12/2023

#### Work Profile: -

Lead Generation & Hunting  
Demos for SaaS & Logistics  
Resolution of customer queries  
Achievement of onboarding & revenue targets  
Cross-Functional co-ordination

#### Roles & Responsibilities: -

Conducted online and in-person demos for Shipway's SaaS & Logistics services  
Set and achieved targets with management input while managing the end-to-end customer journey.  
Maintained customer relationships through a consultative sales approach .  
Coordinated with internal and external stakeholders like First Mile/Last Mile team, KAM team, and client POCs

### Vinculum Solutions Pvt. Ltd. – Product Analyst

04/2022 - 06/2023

#### Work Profile: -

Implementation of Vin e-Retail (OMS & WMS)  
End-to-end handling of customer journey on OMS/WMS  
SPOC for multiple client accounts  
Training on Vin e-Retail software for Warehouse & Inventory Management.

#### Roles & Responsibilities: -

Gathered customer requirements, worked on Business Review Documents, and analyzed customer data  
Successful Implementation of Vin e-Retail software for OMS/WMS of clients  
Served as the SPOC for 11 customer accounts, including Moglix and Transformative Learning  
Reduced Go-Live time by 30% (from 42 to 30 days) and integrated with third-party apps such as Flipkart, Amazon, Myntra, Nykaa, and Shopify  
Award for the Fastest Go-Live received in the month of April 23 for the Moglix client

#### Internships: -

##### 1) Zyeta Interior Ltd, Bengaluru

12/2021 - 03/2022

Paid Internship- Business development, LinkedIn Mapping for stakeholders of Real Estate

##### 2) Motherson Group, Noida

04/2021 – 06/2021

Market study & research for defense sector with respect to aerospace

## PERSONAL DETAILS

Date of Birth: 24th July 1998

Hobbies: Reading, Travelling, Listening to music, Playing Guitar

## Skills

- Customer Relationship Mgmt.
- Portfolio Management
- Cross functional Coordination
- Negotiations
- Data Analysis / Market Research
- Outbound/ Cross Selling- Upselling
- Product Management
- Stakeholder Management
- Business Development
- Training/ Mentoring
- MS Office/ JIRA

## Certifications

- Google Digital Unlocked- Fundamentals of Digital Marketing
- Advanced Excel by Internshala
- Lean Six Sigma Green Belt
- SQL from Simplilearn
- Salesforce CRM
- Customer Segmentation & Prospecting Course from Northwestern University

## Education

SIIB (Symbiosis), PUNE 04/2022  
MBA - IB: Marketing (Batch 2020-22)

Delhi University 05/2019  
B. Com (Hons): Commerce

Languages Known: English, Hindi, Punjabi & French

References are available on Request