|  |  |  |
| --- | --- | --- |
| **ALBIN Paul**  *Current Location: -Cochin, India* | <http://linkedin.com/in/albinpaulxavier>    [albinpaul@gmail.com](mailto:albinpaul@gmail.com) | **India Mobile: +91.97442.81589**  USA Tel: +1.860.271.7279  UK Tel: +44.20.3890.6679 |

10+years experience in Marketing, Sales and Business Development of software and IT services such as; (CRM, Cloud, Cyber security, GRC, Analytics, Digital, Mobility, eClinical, DevOps, Life-science R&D IT) to IT/Compliance/Regulatory/Sales/R&D and Finance/Marketing departments of BFSI/Healthcare/Tech/Retail/Pharma/Hi-Tech companies in India, Europe & USA

Successful in sales of software products & IT services projects valued from $2K to $5 Million in India, EMEA and USA.

Sold IT services to BFSI, NBFC, Government, Healthcare, and Pharma, Hi-Tech, Fin-tech, e-Commerce and Retail industries.

Managed all stages of sales cycle funnel; from lead generation to qualifying pipeline and negotiate/closing deals.

Experienced in building, training and managing inside sales-BDR/SDR, Field Sales AEs and Business development teams.

Customized and managed Salesforce, Siebel, SuiteCRM, SugarCRM and Hubspot for inbound/outbound sales/marketing.

Experience in building sales from cold calling, email, networking, social media and marketing campaigns targeting CIO, CTO, VP-IT, CEO,CFO, CISO, VP-sales, VP-marketing, VP-compliance, VP Regulatory affairs and other C-Level exec.

Successful in sales of cloud, SaaS and OnPremise IT projects. Expertise in Onpremise to cloud/Paas migration projects.

Worked Onsite with clients in UK, Ireland, France, Germany, India, and Switzerland for IT system integration projects.

10years’ domain experience on CRM, Cloud, Digital, Analytics, eClinical, Regulatory, Mobility applications and services.

Won awards for achieving multi-million deals and exceeding annual product and services revenue targets.

Involved in vendor relationships with Wipro, HCL, Cognizant, and Accenture for CRM/Life-science/Healthcare-IT projects.

Experienced in ghost writing thought leadership articles & creating collaterals and content for marketing/sales campaigns.

Good UK/EU/US/India contact network of C-level executives in R&D/Regulatory/Compliance and IT departments.

Trained in several consulting sales methods like ABM, BANT, Sandler’s, Spin Sales, MEDDIC, Infomentis solution sales.

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Work Experience & Achievements** | | | | | | | | | | | | | |
|  |  | | | | | | | | | | | | |
| **ValueMentor**  Cochin– India | **VP Global Sales & Marketing** | | | | | | | | Oct 2019 – Feb 2020 | | | | |
| Sales of Cyber Security, Managed Information Security Services, SOC/SIEM, Digital Transformation, Secure Code Review, Penetration Testing/VAPT, Data Privacy, V-CISO and HIPAA/NESA/ISO/PCI-DSS/GDPR compliance services to GCC countries, East/North-Africa, India and USA. Build and Manage relationship with channel partners and vendors. Build process to create sales pipeline using networking, cold calling, emails, social media and marketing campaigns. Created GTM plans and strategy for UAE, Saudi and USA for 2020 expansion. Created KPIs, Hired, Trained and built new business development/lead generation, Pre-Sales, Inside sales- BDR/SDR, Field Sales AEs and Digital Marketing departments. As Chief Sales Officer responsible for growing company to $10Million USD in annual sales revenue in 2020 at 10X growth rate. Created sales & marketing target databases, digital marketing plans. Created Quotes, Proposals, SOW and responses to RFP, RFI for projects. Customized SuiteCRM for sales reporting and Hubspot for inbound leads. Created $2.5Million USD sales pipeline from India and UAE in 4 months. Closed $400K in Q4-19 and $108K in revenue in M1-2020. | | | | | | | | | | | | |
| **Nagarro**  Cochin– India  contract | **IT Consultant** | | | | | | | | Nov 2016- Aug 2017 | | | | |
| Managing sales and consulting for outsourced DevOps, product engineering and digital transformation projects through cold calling, emails and marketing campaigns. Handling Presales, Business Development and sales targeting companies in Europe market. Bidding for projects in DevOps, Blockchain, Digital, AI, CRM, Wearable’s, Mobility, SAP Supply Chain, Track & Trace Serialization and Analytics. Created GTM plans, sales & marketing target databases. Wrote marketing and sales collaterals and prepared solution proposals for new IT services. Help to create SOW, PoC and responses to RFP, RFI for large outsourcing contracts by collaborating with technology team. | | | | | | | | | | | | |
| **iMedGlobal**  Bangalore–India | **Sr. Director Client Relations- Europe** | | | | | | | | | Sep 2014 – Mar 2015 | | | |
| Responsible for CRO and IT services sales and GTM strategy in Europe. Handling complete sales cycle from lead generation, Sales Closing and Client Relationship management. Focused on Cloud Pharmacovigilance and Regulatory Affairs and IT services to healthcare/life science companies. Trusted Client Partner for customers to help them solve business problems in drug safety and regulatory affairs. Position new service models for FSP, FTE, and Managed IT services. Managed Europe Sales pipeline review. Weekly meeting with CEO, and sales teams in US and Asia. Represent iMEDGlobal at conferences in Europe. Expand business in Indi, Europe especially France, Germany, Switzerland and UK.  Achievements  Consulting for services in Drug Safety, ISO-IDMP &Healthcare Regulatory compliance in UK, France  Created services positioning for IDMP and mobile solutions in Pharmacovigilance and clinical trials  Created the FTE and Shared IT services positioning and new sales campaigns for IT/CRO services  Admin of SalesForce.com CRM. Customized CRM for reporting & sales pipeline/leads management  Created European sales target contact database and creating sales campaigns | | | | | | | | | | | | |
| **ArisGlobal**  Dublin- Ireland  Milton Keynes- UK | **Regional Sales Manager eClinical - Europe** | | | | | | | | | May 2012 – Mar 2014 | | | |
| Responsible for Cloud, eClinical, Regulatory, Pharmacovigilance software and services sales/annual revenue targets. Lead and develop account strategy and manage client relationship for new and existing accounts. Responsible for managing customer expectations on services delivery. Ownership of entire sales cycle from lead generation to account management. Leading business development for cloud/SaaS solutions in eClinical, Drug Safety and Regulatory products in UK, Germany, Ireland and Israel. Working with pre-sales to create sales proposals, SOW and responses for RFP/RFI.  Achievements  Won new customers for cloud based software licence deals across India, Germany, UK and Ireland.  Closed €1M in drug safety software licence and cloud migration with SMB Pharma in Germany  Won £120K for EDC/CTMS software and IT services at teaching University Research Centre in UK  Identified up-sell opportunities of €1M/annum by developing pilot cloud projects for MedInfo in Ireland  Won €1M+ in Software & Service revenue for Regulatory Information at German Medical Device firm  Creating competitive intelligence on Medidata, Oracle solutions and eClinical CRO partnerships  Managed several lead generation/marketing campaigns in existing accounts to cross-sell services  Created deals worth €2M in new business €6M in 3-year Cloud revenue and €9M in new sales pipeline in Fy13 | | | | | | | | | | | | |
| **Indegene Lifesystems**  Bangalore- India  London- UK | **Account Director – India, Asia Pacific, Europe** | | | | | | | | | Dec 2010 – Apr 2012 | | | |
| Managing sales of Digital Transformation, CRM, Mobile app and Web applications development & Pharma R&D services. Responsible for services sales revenue, client relationship management, account marketing and on-site client management. Responsible for account strategy; from lead generation to pricing plans & contracts for to sales closure to win new clients and projects. Client Partner role to identify new business requirements from existing accounts. Collaborate to create project SOW and contracts in response to RFP, RFI, RFQs. Worked with internal operations team for project management and client relationship for analytics and digital transformation projects.  Achievements  Created services positioning and pilot projects in Mobility, Digital and Loyalty program analytics  Worked on renewal of 100+ FTE outsourcing for safety reporting and patient support KPO program  Signed up largest Patient Adherence, Patient marketing and Digital Physician Engagement projects  Projects for Patient Engagement, MedCom& pilot iPAD e-Detailing projects in India and Taiwan  Managed Partnership discussions with Accenture for SFA, and Virtual Digital Sales Models for India  Won projects for creating websites, Mobile apps, MedEd/CME and Pharma CRM programs, NetSuite implementation  Worked on digital Virtual Sales pilot projects in Pain management and new therapeutic indications  Established relationship with Digital teams at Novartis Europe, Taiwan, Japan, Malaysia, Singapore | | | | | | | | | | | | |
| **ORACLE**  **Corporation**  Bangalore - India | **Business Development Manager – India, Asia Pacific** | | | | | | | | | | | Apr 2009 – Jul 2010 | |
| Responsible for sales of Oracle Health Sciences Global Business Unit. Responsible for identifying new revenue and prospects from account marketing. Create pipeline from existing customer through cross sell, up sell campaigns. Managed outsourced lead generation team. Marketing Oracle applications for India/ASEAN/ANZ in 2009-10  Achievements  Software licence deals for clinical trial management and clinical data management in CRO and Pharma  Worked on Pharmacovigilance, CRM, BI, EDC, CTMS, CDM & eClinical software for Pharma and CROs  Created net new sales pipeline and Revenue, 21 net new customers in FY09,10 and 11  Competitive Intelligence on products of SAS, Medidata, ArisGlobal, Phase Forward, Velos, Extedo  2009-10 Review of Drug Safety IT system & Account Intelligence on Food & Drug Authorities in Asia  Created content and promoted Oracle Product Footprint using online, print medium & Social Media  Resolved licensing compliance and renewals in CRO/Pharma and Educational Institutions in India  Created the first comprehensive CRM database of accounts and contacts for India, ANZ and ASEAN  Organized several Pharma industry events such Oracle Annual Life science/Pharma conference | | | | | | | | | | | | |
| **ORACLE**  **Corporation**  Bangalore - India | **Sr. Business Development Consultant - USA** | | | | | | | | | | | Jul 2008 – Apr 2009 | |
| Business Development & sales of Oracle Life-science, Pharmacovigilance, eClinical Applications, Oracle CRM, Siebel CRM & Oracle Cloud software to Pharma/Healthcare/Hi-Tech/ companies  Achievements  Champion sales person for creating winning BFSI, Life science and Healthcare lead generation campaigns  Closed CRM projects in BFSI, Retail, Technology, Telecom, Life-Science and Healthcare Industries  270% achievement for pipeline and 140% on Revenue, Certified on Siebel CRM onDemand Sales  Best Trainer Award for expertise in supporting on –boarding of new joiners  Several key wins in clinical trial management and clinical data management software  USD 1.2 $Million in net new business revenue in the First Q of FY09 alone  Most Valuable Player FY09 award for highest target achievements  Certified on Sandler’s sales Methodology and case study preparation  Top Business development rep for sales team consisting of 11 ASM, 5 ASR and 2 RM in the region  Trainer Mentor for new Hires on Siebel CRM, Oracle Wiki, internal sales tools and Methodologies | | | | | | | | | | | | |
| **ORACLE**  **Corporation**  Bangalore - India | **Business Development Consultant - USA** | | | | | | | | | | | May 2007- Jul 2008 | |
| Business Development of Oracle Life science/Clinical Research/Healthcare and Siebel/Oracle CRM applications to Life-sciences companies. Identify cross-sales opportunities to existing SMB customers  Achievements  133% achievement for pipeline and 100 % on Revenue in FY08.  Achieved $1 Million USD in net new revenue in Q2 FY08 itself.  Awarded Oracle New Buzz Light-year Award for excellent performance above & beyond.  Collaborating with partners for sales and events like Life science Day in 2007/ 2008, Oracle Open World 2007/2008 | | | | | | | | | | | | |
| **Ocimum Biosolutions**  Hyderabad - India | **Sales Executive - USA** | | | | | | | | | | | Sep 2005 – May2007 | |
| Business Development & sales in India and US for Laboratory Informatics, Genomics, Bioinformatics, LIMS, Bio IT & Clinical Research services. Post Sales Service and Delivery support for LIMS projects in Dow, CDC, NRCC Canada  Achievements  Received Whiz kid award for outstanding best performance. Lead generation and customized salesforce CRM  Increased the response rate for marketing campaigns and email marketing by 300%  Increased revenue in US Market by more than 100% while increasing average revenue per business  Customer engagements after acquisitions of MWG microarray in Germany and Isogen in Netherlands  Software & Genomics research Services deals at GE, US-Military Research, CDC, Univ. California, Dow  Established the CRM Contact database of contacts and Accounts for US region  Created content for bi-monthly newsletter and marketing campaigns and blogs | | | | | | | | | | | | |
| **Sharaf Group**  Dubai - UAE | **Sr. Sales Executive - UAE** | | | | | | | | | | Nov 2004 – May 2005 | | |
| Responsible for IT, Network and Infrastructure sales and customer services | | | | | | | | | | | | |
| **Accenture**  Bangalore - India | **Customer Service Representative - USA** | | | | | | | | | | | Jun 2004 – Oct 2004 | |
| Customer relationship management for IT outsourcing services | | | | | | | | | | | | |
| **Skills Labs**  Dublin -Ireland | **Software Engineer- Trainee** | | | | | | | | | | 2002-2004 | | |
| Data migration and validation projects | | | | | | | | | | | | |
| **Walgreens**  Dublin -Ireland | **Pharmacy Sales Assistant – Ireland** | | | | | | | | | | | 2001-2003 | |
| Sales and store management at the largest Retail pharmacy chain in Ireland, UK and Europe | | | | | | | | | | | | |
| **Technology Platform Experience** | | | | | | | | | | | | | |
| Salesforce.com | | Siebel CRM | | Siebel CTMS | | Oracle RDC 4 | Oracle Clinical | Argus 4.0.3 | | | | | ARISg 6.3, 7.0 |
| Wordpress | | SuiteCRM | | Hubspot | | Veeva | SugarCRM | MS Dynamics | | | | | SAS 9.0 |
| **Languages** | | | | | | | | | | | | | |
| English | | German | | Hindi | | Malayalam | Tamil |  | | | | |  |
| **Projects** | | | | | | | | | | | | | |
| CRM | | E-Clinical | | PCI-DSS | | Cyber Security | VAPT & SOC | GRC | | | | | Managed Security |
| RegInfo | | CTMS | | ISO 27001 | | Cloud | Mobile | ISO-IDMP | | | | | DevOps |
| e-Detailing | | Threat Hunting | | NESA/GDPR | | SFA | Analytics | Pen-Testing | | | | | Pharmacovigilance |
| **Education** | | | | | | | | | | | | | |
| Dublin Business School | | | Ireland | | Post Graduate in (Information Technology) | | | | | | | | 2001-2002 |
| KMCH Hospital | | | India | | Trainee Hospital Pharmacist | | | | | | | | 1999-2000 |
| Dr. MGR Medical University | | | India | | Bachelor of Pharmacy | | | | | | | | 1996-2000 |