\*\*Shivam Gupta\*\*

shivam1993g+1@gmail.com

+91 98100-66809

[LinkedIn Profile](https://linkedin.com/in/shivam-gupta)

## Professional Summary

An accomplished executive with over 9 years of extensive experience in

business development, product management, and strategic partnerships. Proven

track record of building teams, driving revenue growth, and enhancing

operational efficiency. Adept at devising innovative go-to-market strategies

and managing high-impact client relationships.

## Work Experience

\*\*Volumetree Technology\*\* 04/2017 - 03/2025

\_CEO and Cofounder\_

• Established a significant impact company dedicated to developing products

for government, enterprises, and startups globally.

• Expanded the company from 2 to 90 employees.

• Achieved annual recurring revenue (ARR) nearing $1 million.

• Designed and executed go-to-market strategies and product integrations.

\*\*Jugnoo (Merged with Click Labs)\*\* 12/2016 - 03/2017

\_Heading Partnerships and Alliances\_

• Spearheaded the partnership vertical within a SaaS-based workforce

management solution.

• Developed and implemented go-to-market strategies.

• Established a partnership and reseller network.

\*\*ClickLabs, Chandigarh\*\* 01/2016 - 12/2016

\_Business Development Manager\_

• Oversaw end-to-end platform development services for enterprise clients and

startups.

• Increased monthly average closure value by $600K.

• Secured a significant deal with Reliance and recognized as Employee of the

Quarter in Q3 2016.

\*\*ClickLabs, Chandigarh\*\* 06/2015 - 01/2016

\_Business Development Co-ordinator\_

• Assisted the Sales Director with key activities to enhance sales

performance.

• Conducted numerous product demos and expedited the sales cycle in the US

region.

• Boosted the volume of daily appointments.

## Education

\*\*Jaypee University of Institution & Technology, India\*\* 07/2011 - 05/2015

\_BTech, Civil Engineering\_

• Managed the college festival in 2014, raising $30K for the event.

## Skills

\* Sales

\* Business Development

\* Partnerships & Alliances

\* Negotiation

\* Client Management

\* Sales Enablement

\* Team Handling

\* Presentation

\* Relationship Building

\* Pre-Sales