

GYAN PRADEEP DASH

Sales Manager

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GP

SUMMARY

Results-driven Sales Manager with 5+ years of experience in driving sales and exceeding targets. Proven track record in building and leading high-performing sales teams, increasing

revenue, and developing strategic business partnerships. Seeking a challenging role where I can leverage my skills and expertise to contribute to a company's growth and success.

EXPERIENCE

SAP - Sales Manager

Webhelp

12/2021 - Present Bengaluru

Company Description

- Specialized and expertise with SAP S4HANA and Rise with SAP ERP solution areas along with Standalone solutions like BTP, ISBN, DSC, HXM and Success Factor
- Managed SAP sales for India market along with Japan and Korea countries and SEA countries.
- Spearheaded a high-performing sales team, achieving a 25% increase in sales revenue within one year.
- Developed and implemented effective sales strategies, resulting in a 15% growth in market share
- Established and nurtured strong relationships with key clients, leading to a 30% increase in business
- Trained and motivated a team of 20 sales representatives, resulting in a 40% improvement in individual sales performance.
- Connecting with SAP Account executives for the update on the generation of MQL to MSO
- Auding team calls, monitoring them and sharing the feedback helped to improve individual productivity by 20% month on month.
- Delivering 100% of the sales target every month to SAP and the percentage is growing quarter on quarter.

Team leader - Marketing and Sales

Phable care

07/2019 - 11/2021 Bengaluru

Company Description

- Successfully managed and supervised a team of 19 associates, ensuring their productivity and contribution to daily and monthly sales revenue.
- Utilized digital marketing strategies to generate leads, resulting in a 20% increase in lead growth rate.
- Developed and implemented sales targets for the team, consistently achieving over 90% of the monthly target.
- Implemented effective email and Whatsapp campaigns through HubSpot and Salesforce platforms, resulting in a consistent daily lead generation.
- Created and executed paid media AD forms on popular social media platforms such as Instagram and Facebook, resulting in a 30% increase in total leads.
- Assisted team members in training and closing high-escalated tickets within designated timeframes, ultimately improving customer satisfaction.
- Successfully improved customer retention by 25% on a quarter-on-quarter basis.

SKILLS

Cold calling

Hubspot

Lead Generation

SalesForce

SAP

Managerial Strategies

Team Building

Advanced Excel

PowerBI

Tool / Technology

ACHIEVEMENTS

Won best out of waste for creativity during MBA

Why are you proud of this achievement?

Won the Best Performer in Medlife in 2016

Why are you proud of this achievement?

LEADERSHIP

managing the team and leading towards achieving the goal of the Team

Managerial Strategies

PASSIONS

Exploring distant lands

Getting lost in a good book

Feeling the music

EXPERIENCE

Team Lead - Business Operations - Microsoft Dynamics

STANDARD CHARTERED

📅 07/2017 - 07/2019 📍 BANGALORE

Company Description

- Exposure with North America market along with UK market for lead generation and ERP sales for Microsoft Dynamics.
- Managed a team dedicatedly for Lead generation and ERP sales for Microsoft Dynamics
- Managed the sales cycle from lead generation to lead closure, including qualified leads and managing opportunities through sales funnel.
- Handling the international clients from US and UK and building a good relationship with them.
- Analyze technical issues and maintain client interactions which helped the business grow 10% faster.
- Created solution architecture and resolve customer queries and reduced the TAT for 15% which helped serving more customer.
- Negotiated complex deals with clients by leveraging existing relationships within the organization as well as external partner where appropriate.
- Oversee day-to-day teams' operation and performance, doing regular performance evaluation, delegate tasks and set project deadlines which improved individual productivity by 15%.
- Created and submitted daily and monthly reports for total client onboardings, evaluating client wait time, issues resolution time and client reviews which grew the business by 20%.

OUTBOUND SALES EXECUTIVE

MEDLIFE INTERNATIONAL PVT. LTD

📅 05/2016 - 06/2017 📍 Location

Company Description

- Reduced process gaps, mentored sales representatives to train on sales strategies and best practices.
- Managed relationship with customers through consultative sales techniques to attain individual sales goals.
- Achieved highest growth percentage company-wide in 2016.
- Expanded business by successfully cold calling to the existing customers and negotiating profitable contracts for all product lines.

EDUCATION

MASTER OF BUSINESS ADMINISTRATION MBA in experience MARKETING AND FINANCE

INTERNATIONAL SCHOOL OF MANAGEMENT SCIENCE

📅 01/2016

B.COM in ACADEMIC ACHIEVEMENT AWARD Accounts

UTKAL UNIVERSITY

📅 01/2014

