



# GAUTHAM RAJ

## Manager (*Strategy & Sales*)

### DETAILS

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### SKILLS

#### Presentations



#### Analytical thinking



#### Graphic design



#### Project management



#### Stakeholder management



#### Business Strategy



#### Client Engagement



#### Team Management



#### Negotiation skills



#### Multimedia



#### Data Analysis



#### Retail commerce



#### Business Analysis



#### Product strategy



### PROFILE

Results-oriented manager with a proven ability to drive product sales and strategic growth, consistently achieving monthly sales in excess of 2 million through a blend of market insight, operational excellence, and innovative product strategies. Adept at identifying untapped market opportunities, implementing cross-functional initiatives, and leveraging data-driven approaches to deliver competitive advantage. Recognized for building dynamic teams, cultivating enduring client relationships, and navigating complex market landscapes to translate business vision into measurable outcomes..

### EMPLOYMENT HISTORY

#### *Project Manager, Cube Simple*

#### *Sales Operations, Product Strategy & Content Optimization (Mar 2025 — Present)*

- Spearhead sales process improvement projects focused on optimizing product sales funnels and enhancing conversion rates for both digital product lines.
- Drive end-to-end product lifecycle management—collaborating with cross-functional teams on product launches, feature enhancements, and go-to-market strategies tailored to fast-changing market demands.
- Champion a culture of continuous improvement in sales operations, implementing workflow automation and best practices that reduce turnaround times and boost overall sales productivity.

#### *Business Specialist, McKinsey & Co*

#### *Client Acquisition, Global Management Consulting Services (Jun 2022 — Mar 2025)*

- Played a pivotal role in acquiring and advising high-value clients for one of the world's top global management consulting firms, supporting projects in technology transformation, accelerated revenue growth, leadership development, and operational excellence.
- Delivered strategic, data-driven recommendations to C-level clients, enabling them to capture new market share, diversify products, and drive sustained revenue growth.
- Designed and presented advanced analytical models and business cases that identified high-impact growth opportunities—often leading to multi-year, multi-million-dollar client engagements across North America, EMEA, and APAC.
- Forged and nurtured long-term relationships through a consultative, solutions-oriented approach, ensuring client satisfaction and contributing to significant client retention and repeat business.
- Supported the execution of cross-border consulting projects, collaborating with multicultural teams to deliver transformative results in rapidly evolving markets.

#### *Associate, Amazon Web Services*

#### *Product Sales Strategy & Compliance (Oct 2021 — Jun 2022)*

- Partnered closely with product and marketing teams to tailor value propositions and sales collateral, achieving above-target adoption and customer acquisition for innovative AWS products.
- Ensured strict compliance with both regulatory and Amazon corporate policies throughout the sales cycle, which increased client trust and minimized business risk in large-scale cloud deployments.
- Conducted detailed prospecting, inbound and outbound sales campaigns, and managed key accounts to deliver tailored solutions, bolstering both revenue growth and customer satisfaction.

### Education

#### *SSN College of Engineering (Affiliated with Anna University)*

#### *Bachelors in Mechanical Engineering (Aug 2017 — Aug 2021)*