



Tejas Shah

Country Head

Profile

- Currently working with Vodafone Idea Ltd as Regional Head for the Enterprise Business Internet of Things (IOT)
- A value driven Business leader with 18 years of experience in Business Development. Expertise in Large Team Management, RFP / BID Management Channel Management, Strategic Account Management & CXO level engagement. Certified Trainer on "Design Thinking" and "Digital Mindset". Firm believer of "Doing is the new Thinking" philosophy.
- Demonstrated ability to perform under rapidly changing and ambiguous business environment.
- My guiding principles: Be passionate about what I am doing, Act with a sense of urgency, don't be afraid to make mistakes.
- Firm believer of creating managers around and within team.

Areas of Expertise

- Strategic planning
- People Management.
- Capability in forecasting.
- Key Accounts Mapping.
- Bid Management Analyzing market trends.
- Consultative approach
- Revenue Management

Major Accounts Managed – BOB, ABG group, Afcon Infra, M&M housing, Aadhar Housing, Lodha builders, UBI, IndusInd Bank, SEBI, lupin, Sun Pharma etc..

Employment History

Regional Head IOT at Vodafone Idea Ltd, Mumbai

September 2023

The Internet of Things (IoT) is revolutionizing our world. Billions of connected devices generate a data deluge, unlocking possibilities for businesses of all sizes. As a passionate and results-oriented leader in the IoT space, I'm dedicated to driving growth and innovation in this dynamic field.

As a Regional Head - IoT allows me to leverage experience for impactful regional growth. Here's how:

- CXO Engagement
- Future-Proofing
- Competitive Intelligence
- Industry Visibility
- High-Performing Team
- Financial Acumen

Details

Mumbai
India
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Skills

Time Management

Leadership Skills

Computer Skills

Ability to Work Under Pressure

Adaptability

Effective Time Management

Ability to Work in a Team

Microsoft Office

Communication Skills

Account Management

Consultative Selling

Management Skills

Leadership and Teamwork

- Delivering Results

A thriving IoT ecosystem requires collaboration. Here's how I foster it:

- Regional IoT Strategy
- Demand Generation & Pipeline Optimization
- Digital Transformation Champion
- Executive Relationships
- Account Growth & Acquisition
- Partner Network Expansion

The IoT landscape is constantly evolving. By combining strategic thinking with strong execution capabilities, I'm committed to fostering a thriving IoT ecosystem that delivers significant value for both our company and our partners. This dedication to innovation ensures we remain at the forefront of this dynamic field, driving growth and shaping the future of connected technologies.

Branch Sales Head at Konica Minolta Business Solutions India Pvt. Ltd, Mumbai

August 2020 — September 2023

Objective: Drive profitable revenue growth and market share leadership in the Mumbai region through strategic planning, operational excellence, and exceptional customer relationship management.

Key Responsibilities:

- Owned P&L and sales figures, ensuring achievement of annual targets and sustainable growth in revenue and unit installations.
- Led the development and implementation of sales strategies, processes, systems, and team structures to optimize sales performance.
- Managed the entire sales pipeline, including prospecting, qualification, negotiations, and deal closure.
- Coordinated cross-functional resources (product support, sales engineering) throughout the sales cycle.
- Cultivated and expanded relationships with customers of all sizes, fostering long-term partnerships and repeat business.
- Provided insightful pipeline and forecast reports through the CRM system.
- Maintained clear and consistent communication with management, customers, and support staff.
- Actively participated in team building, company growth initiatives, and sales training programs.
- Championed a culture of engagement and enthusiasm, driving high customer and employee satisfaction.
- Managed RFI/RFP responses, proposal writing, and commercial negotiations.
- Established and assigned revenue and unit targets to team members, ensuring alignment with overall goals.
- Conducted regular performance reviews to assess sales/account manager effectiveness and pipeline health.

- Monitored team funnel management to ensure consistent achievement of monthly targets.
- Fostered a positive and productive team environment, minimizing conflict and promoting collaboration.
- Secured optimal pricing for products and services, protecting company margins.
- Built strong direct relationships with customers to resolve issues and ensure satisfaction.
- Collaborated closely with marketing, operations, product, technology, finance, and other departments to streamline business processes.
- Implemented a 3X3 account mapping matrix for large accounts, maximizing visibility and wallet share.

ACHIEVEMENTS:

1. Won best performing branch award for Q1 & Q3 in 2021 and H1 2022 Have closed 220 units deal in 2022 worth 1.5crs
2. 27 new logos onboarded in the year 2021.

GM – National Corporate at Vodafone Idea Limited , Mumbai

October 2006 — August 2020

Broad Summary: New Account Acquisition and Business Development from the existing national accounts with Turnover of more than 250 Crores.

- Handling revenue portfolio size of 125+CR HQ and 75 CR NHQ across India. **JOB PROFILE:**
- Ensuring target achievement through sales acquisition in large enterprise accounts.
- Managing large RFPs / BID management is my KRA. Have done 100crs Order Booking from large PSU banks.
- Being well versed with selling FLD / FLV, IOT, Data center, Cloud Telephony, Super WIFI, MDM.
- New Account Acquisition by proposing the best business case and optimizing the telecom expenditure for medium and large corporate.
- Understanding business requirements of clients and providing them customized solutions involving finalization of technical specifications.
- Generating revenue from all the value chains by giving best solutions to customer
- Getting the tariff plan implemented nationally by instructing the Support teams at regional offices. (I have been awarded for National deals.)
- Monitoring operations across all circles on regular basis for the effective and timely implementation.
- Coordinating for the end-to-end delivery of the fixed line products. Conversing with the third-party IT and Mobility solutions vendor. Establishing and maintaining relationships with peers from Customer Service, Finance, Consumer Marketing & IT, as well as regional and corporate members from Vodafone group.

- Suggesting the Fine tuning of sales & marketing strategies to the management depending upon win/loss analysis.
- Continuous competitor strategy monitoring which would help the Senior Management in taking proactive steps to maintain product competitiveness.
- Ensuring that quality of the subscribers is maintained and avoiding potential default in bill payments.

ACHIEVEMENTS:

1. Won best AREA MANAGER PAN INDIA 2015-2016 and 2016 – 2017
Have done 100cr Order booking in 2017 – 2018
2. Have cracked largest managed WIFI deal nationally worth 28crs.
(UBI Bank)
3. Have managed to crack 3 largest PSU banks nationally for their domestic MPLS requirement. (BOB, BOI and UBI)
4. Promoted 6 times in the span of 13 years.

Techno Marketing Specialist, Corporate Sales, at TATA AIG GEN INSURANCE CO. LTD, Mumbai

January 2006 — October 2006

Broad Summary: Primarily responsible for New Account acquisition and Business Development from tapping large corporates, PSUs which has yearly premium of more than 1 CR.

Business Development

- Analyze business potential, conceptualize & execute strategies to drive sales, augment turnover and achieve desired targets for the Business Unit.
- Monitor competitor activities and devise effective counter measures.
- Identify key accounts and strategically secure profitable business. Formulate & implement business strategies/promotional plans for enhancing market visibility & product awareness.

Client Servicing

- Ensure speedy resolution of queries & grievances to maximize client satisfaction levels.
- Maintain excellent relations with clients to generate avenues for further business.
- Deliver presentations based on analysis of need to create product awareness and present the best product offer as per client specifications.

Bid Management

- Understanding the Client's Requirement, Analyzing RFP's, Solving the Issues related to RFP's.
- Developing the Technical and Commercial Proposal in coordination with the Presales Team
- Follow up for the submitted proposal and solving queries if any by the customer.
- Negotiations with Customers for finalizing the price and commercial terms & conditions for projects to be implemented.

Executive, Corporate Sales, at PAN INDIA PARYATAN LTD, Mumbai

May 2004 — January 2006

- Handling two major products Essel World and Water Kingdom Supervising a team of 4 Executive.
- Business development, Acquisition & Retention
- Key Account Management
- Planning various promotions/ Cross Selling
- Space selling in terms of (In Park) signage.
- To co-ordinate with the marketing function to ensure specific needs are met and continuous feedback on competitor's activity.
- To maximize account revenue generation and profitability.

ACHIEVEMENTS:

Water Kingdom Achievement 2003-2004 was 13,800 pax and after joining in 2004-2005 was 23,850 pax

Sales & Marketing Executive, Corporate Sales, at KEYNOTES CAPITALS LTD, Mumbai

February 2000 — August 2001

- Coordinate with business clients for new accounts.
- Responsible for managing Corporate Accounts.
- Maintaining Credit period and timely settlement of accounts.
Competitors analysis and continuous feedback to the management

⇒ Education

Certification - Vodafone Scholars , IIM Ahmedabad

Transformational Leadership Skills

Certification Vodafone Scholars, IIM Bangalore

Strategic Analysis for Competitive Advantage

PGMBA-Marketing, BGIMS, Mumbai

April 2002 — March 2004

Bachelors in Commerce - Accounts, K.P.B. Hinduja College, Mumbai , Mumbai

April 2001 — May 2002