Parikshit Ghosh

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SUMMARY

Dynamic sales professional with 12+ years of experience in software and SaaS sales, combining technical acumen with consultative selling to deliver innovative solutions. Proven track record of driving revenue growth, exceeding quotas, and managing complex sales cycles. Skilled in leveraging technical expertise, including Salesforce, Jira, and Azure DevOps, to align client needs with product capabilities. Passionate about contributing to open-source initiatives and empowering global education through technology.

SKILLS

Sales and Technical Expertise: Solution Selling, SaaS Sales, End-to-End Sales Cycle Management, Open-Source Advocacy.

Technical Proficiency: Django, REST APIs, Docker, MySQL, PostgreSQL, Git, GitLab, React, Linux.

Communication: Remote Presentations, Proposal Development, Consultative Sales, and Public Speaking.

Project Management: Expertise in asynchronous communication workflows, strategic account planning, effective lead qualification, and developing tailored upselling and retention strategies to drive client satisfaction and revenue growth.

Industry Knowledge: Familiarity with MOOCs, Open edX, and online learning ecosystems.

EXPERIENCE

SALES MANAGER   **OpsHub Inc.**
                                                                July 2020 till date.

- Achieved a 23% YoY growth in SaaS sales through targeted lead generation and strategic management of the sales cycle.
- Conducted consultative sales calls and tailored SaaS proposals, reducing the average sales cycle by 15%.
- Successfully closed high-value deals by navigating complex sales cycles and addressing technical inquiries from clients.
- Collaborated with cross-functional teams to optimize customer onboarding and drive satisfaction and retention.
- Developed client centric upselling strategies that increased revenue streams and improved client retention.

BUSINESS DEVELOPMENT MANAGER   **SEEKACE PVT LTD.**
August 2019 to June 2020.

- Increased new customer acquisition by 41% through targeted outbound campaigns and effective product demonstrations.
- Conducted remote webinars and technical Q&A sessions, educating prospects on SaaS solutions to enhance adoption.
- Built strong relationships with decision-makers, fostering trust and long-term partnerships.

SENIOR ASSOCIATE   **NEO IT SOLUTION INDIA PVT. LTD.**
June 2016 to July 2019.

- Streamlined pre-bid and contract processes, aligning with customer expectations and increasing successful bids by 15%.
- Improved tender documentation processes to enhance bid efficiency and accuracy.

I also worked at P&D Techno Services as a Junior Sales Executive from September 2012 to May 2016.

I also worked at Wipro Technologies Ltd. as an Oracle Developer from 2010 to 2012.

EDUCATION

MBA MARKETING & IT   **CALCUTTA, INDIA**

KALYANI UNIVERSITY   August 2006 to June 2008

MSC COMPUTER SCIENCE   **CALCUTTA, INDIA**

BURDWAN UNIVERSITY   July 2004 to June 2006

Technical Skills

- **CRM & Sales Tools**: HubSpot CRM, Salesforce
- **Project Management**: Jira, Azure DevOps, GitLab
- **Customer Support**: Zendesk, ServiceNow