



SHRIKANT B. AUTI

Software Sales Professional

Accomplished sales professional with 7 years of experience in winning large deals independently, working with cross functional teams to execute projects, achieving sales quota and contribute to regional growth. Effectively penetrated new verticals and ensured revenue generation.

✉ shrikantauti@ymail.com

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WORK EXPERIENCE

Enterprise Sales Manager Ingenico ePayments India Pvt. Ltd.

09/2018 – Present

Mumbai

Global leader in payment processing. Products - Payment Gateway, Recurring Payments (Online and Offline), LinkPay, Account Validation.

KRA & Achievements

- Responsible for Net New, Cross Sell revenue from West region of India.
- Acquired large accounts in NBFC, FinTech, Insurance, Education and NGO vertices.
- Managed existing Government accounts. Cross sold various payment modes to increase wallet share.
- Achievements: Acquired 7 New Logos. Cross sold services to existing accounts, thereby revenue increment grew by 270%.

Business Development Manager Proteus Technologies Pvt. Ltd.

03/2013 – 08/2018

Mumbai

Part of parent company Base Information Management Pvt. Ltd., renowned software provider for Pharma. Products - ERP, SFA, CRM, IBM Cognos BI, SaaS.

KRA & Achievements

- Responsible for Net New revenue from Mumbai and Pune region.
- Handled end to end sales cycle i.e. Prospecting, Requirement Gathering, Demonstration, Commercial Negotiation, Closure and Account Management.
- Selling Turnkey assignments, Value Added Services to customers as a Cross Sell offering. Signed AMCs at enhanced rate YOY.
- Working with digital marketing team to develop Case Studies. Product exhibition at various exhibitions and events.
- Achievements: Over achieved sales target - 140% YOY, Won deals in FMCG space, an unexplored vertical for the company.

EDUCATION

Master of Business Administration, Marketing Sikkim Manipal University Distance Education

03/2012 – 05/2014

First Class

B.Sc. Information Technology Mumbai University

08/2008 – 08/2011

First Class

SKILLS

Account Management



Consultative Selling



Revenue Enhancement



Competitive Intelligence



Customer Relationship Management



Territory Management



Channel Management



Team Management



LANGUAGES

English

Native or Bilingual Proficiency

Hindi

Native or Bilingual Proficiency

Marathi

Native or Bilingual Proficiency

INTERESTS

Movies: Big fan of Drama, Thriller genres.

Reading: Autobiography - Technological, Historical, Political greats; Fiction & Non Fiction.

Sports: Passionate about Test Cricket. Represented at inter school and college level.

Music: Enjoy listening to instrumental music, orchestra.