

JIGNESH SOLANKI

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State: Gujarat

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Professional Summary

- High-impacting leader and consultative business partner who grows revenues, improve processes, and develops top-performing sales team.
- 16+ years of strong sales experience, new business development and closing high value accounts through networking, consulting and relationship building
- Main strength includes high value lead generation, nurturing through networking, in-person meetings, board room presentations, events and closures.
- Aggressively identify opportunities, develop focus, and provide tactical business solutions.
- Experience of driving multimillion-dollar annual revenue growth.
- Help team members improve their performances starting from effective onboarding, freedom to experiment with custom tasks and short-term goal-based training programs.
- Strong sales experience for both IT Services and Product based organizations.
- Extensive traveler and toured more than 12 countries with strong global business experiences in USA, Canada, UK, UAE, and APAC.
- Strong CRM experience with Hubspot, Pipedrive, Outreach and Salesforce

Specialties

- Sales & New Business Development
- Strategic & Tactical Planning and Execution
- High value Account Management
- Partnerships & Strategic Alliances
- Value based Negotiations
- Sales Presentations, Meetings & Closures
- Customer Success
- Team Management

Work Experience:

Organization: Simform

Designation: Director of Sales

Duration: May-2016 – till date

Location: India, USA

Responsibilities:

- Responsible for managing sales team – Cold Outreach and Requirement Outreach
- Working closely with both USA and India based sales team and creating team integration
- Guiding and helping team achieve their qualified meetings and revenue targets
- Nurturing high value accounts through LinkedIn, Web Meetings and In-person meetings
- Excellent skills of attending and exhibiting at Tech events like – Startup weeks, MWC, SXSW
- Deliver effective presentations to C- level executives and board members
- Highly skilled in selling IT services and products to all kind of target audiences starting from Startups, Tech Product companies, Tech Agencies, Enterprises, and Management &

Consulting firms.

- Strategic approach for key accounts, logos that lead to high value closures in long run
- Continuously building new relationships, partnerships throughout North America with focus around East Coast and Mid-West
- Key player in opening large accounts and strategic partnerships throughout North America
- Meeting all existing partners and customers in-person, atleast once a year
- In-person meetings to closure ratio of more than 70%
- Generated consistent revenue and created revenue opportunities above million dollars
- Closed deals worth more than \$2 million and going strong annually with new and existing projects
- Strategically targeted and penetrated Philadelphia, Boston, DC and Chicago market by building strong partners and high value customers
- Built the entire sales team and contributed in overall growth with total employee size from 90 people to 500+ so far and still growing.

www.simform.com

Organization: VisionTree Consulting
Designation: Sr. Field Services Manager

Duration: June-2013 – April-2016
Location: India, Dubai, Malaysia, USA

Responsibilities:

- VisionTree Consulting is an SAP Consulting and Services organization.
- Responsible to closely align with Oil & Gas, Utilities, Automotive and Engineering & Construction companies.
- Responsible to closely work with customers for new SAP modules implementation, Up-gradations and Cloud solutions.
- Assisting customers by filling gap between IT strategy and execution through Business Process Transformation Services across - Finance and Supply Chain.
- Help customers in migrating to SAP HANA - On premise, Hybrid and Cloud.
- Help Tier 1 partners in their mission critical projects by aligning niche subject matter experts.
- Successfully acquired Large Enterprise accounts and logos as part of EMEA team, APAC team and North American team.
- Presented solution portfolio to large enterprise C-Level executives and respective Influencers.
- Key player in strategic Lead Generation activities with Sales Enablement team, Customer Meetings, Presentations, Demonstrations, Pre-Sales Activities, POCs, RFPs and Empanelment process.
- Operated from KL, Malaysia for more than a month and onboarded large accounts
- Operated from Dallas, TX for four months and built strong partnerships and new clients
- Business travels to Dubai, Malaysia and USA.

www.visiontreeconsulting.com; www.visiontreeventures.com

Organization: Avani Cimcon Technologies
Designation: Business Development Manager

Duration: Oct-2011 – June-2013
Location: Ahmedabad, India

Responsibilities:

- New Business Development for TravelCarma, a Travel technology product.
- Responsible for SEA, ME, Africa, UK & Europe market.
- Tie-ups with Channel partners and Resellers.
- Key participant in Product marketing strategies, marketing collaterals, RFPs/RFIs, commercials for SaaS & License products and providing online demonstration to prospects/clients.
- Account Management for the newly acquired accounts and key accounts
- Reported to Sr. Manager, Business Development and CEO.
www.TravelCarma.com; www.avanicimcon.com

Organization: eClinicalworks
Designation: Strategic Account Manager

Duration: July-2010 – Oct-2011
Location: Ahmedabad, India

Responsibilities:

- Account Management for EMR - PM product for US Health care vertical.
- Managed account activity for private practice accounts and maintained ongoing communications with clients, as well as tracking account activity.
- Responsible for managing large enterprise accounts, handling high level escalations and critical issues, organizing demonstrations, trainings, educating clients about add-on products, features, new version releases and conducting customer surveys.
- Responsible for customer satisfaction and meeting client's expectation.
www.eclinicalworks.com

Organization: Elitecore Technologies Ltd.
Designation: Sr. Executive –Business Development

Duration: Sep-2007 – June-2010
Location: Ahmedabad, India

Responsibilities:

- Business Development for Crestel, a telecom software product, for voice, video, data services over wireline/wireless networks.
- New Business Development through Inside Sales activities.
- Looked after global partnership for AAA software (Authorization, Authentication and Accounting)
- Responsible for Requirement Gathering/Mapping and closing the opportunity.
- Looked after new partnerships and strategic global alliances.
- Responding RFPs/Tenders with technical team & preparing commercial proposals.
- Product marketing strategy & direct product marketing for European, African, APAC and Middle East region.
- Reported to the VP - New Business Development.
- Elitecore is acquired by Sterlite Technologies
<https://www.stl.tech/>; www.elitecore.com

Organization: Indusa Infotech Services Pvt Ltd.
Designation: Business Development Executive

Duration: Jan-2007 – Sep2007
Location: Ahmedabad, India

Responsibilities:

- Responsible for Direct marketing, customer interaction, web presentation, Requirement understanding, responding to RFP/RFI along with technical team.
- Assisted in Research on UK and Europe market for IT services and products companies.
- Assisted in Framing Sales strategies and running email campaigns.
- Involved in lead generated and direct sales for UK/Europe IT market
- Indusa is now acquired by Synoptek
<https://synoptek.com/>; www.indusa.com

Organization: Hi-Tech Export
Designation: Sr. Marketing Analyst

Duration: Apr-2006 –Jan-2007
Location: Ahmedabad, India

Responsibilities:

- Assisted Director of Business Development in handling global customers through inbound
- Responsible for direct marketing, acquiring projects from global market, web presentation, requirement understanding, conference calls with clients along with technical team.
- Primary point of contact to co-ordinate with client and technical team till the project is smoothly executed.
- To make sure customer delight and long-term association with top tier companies.
- Dealt with fortune 500 companies and providing required BPO services.
www.hitechexport.com

Organization: Voicetel Infocom
Designation: Team Leader

Duration: Jun-2005 –Mar-2006
Location: Ahmedabad, India

Responsibilities:

Worked as a Team Leader/Trainer for the UK & Australian outbound sales campaigns for 3G. Responsible for customer service, achieved daily, weekly & monthly targets, conferences with global clients and staff training.

Educational Profile

Course: Post Graduate Diploma Information Technology
University: UNIVERSITY OF LIVERPOOL

Duration: 2002-2004
Location: Liverpool, UK

Course: B.E Instrumentation & Control
University: SOUTH GUJARAT UNIVERSITY

Duration: 1997 -2001
Location: Surat

Course: GHSEB
School: M K HIGH SCHOOL

Duration: 1995-1997
Location: Ahmedabad

Hobbies and Interests

- Swimming
- Travelling: Traveled through most of the European countries including Switzerland, France, Italy, Belgium, Netherlands, Germany, Austria, Luxembourg, UK, Dubai, Malaysia and USA. Multiple road trips to Ladakh.
- Cricket – played as vice-captain for inter college team and played State Zonal matches
- Other hobbies include - music, socializing and meeting up new people.

Personal

Date of Birth	:	24th November 1979
Marital Status	:	Married
Passport Number	:	K4216111
Business Visa	:	Valid USA Business Visa till 2025
Languages	:	English, Gujarati and Hindi

Public Profile

<http://www.linkedin.com/in/solankijignesh>

References

Excellent references available on request