Bhumik Joshi

Oracle Regional Presales, Customer Success Manager & Customer Cloud Engagement Leader,GCC

Passionate about driving Digital Transformation & Cloud Enablement

👤 Profile

Result oriented **Oracle Presales (Solution Architect Presales) & Techno Sales (Principal Sales) Professional** with a proven record of accomplishment in planning and leading comprehensive **Sales & Presales strategies** to support business goals and objectives. **Bringing 10 years of Domain and 9+ years** of experience in **Enterprise and Small to Large size client** services in various industries in GCC. Expertise in consultative Oracle IT Product & Services selling in Middle East market.

I have experience in all aspects of sales & Presales management ranging from market study and **sales planning to pre-sales and execution**. I have significant experience and expertise in **P&L management, Presales Solution Architect, Pricing & Estimation, and Data Analysis**, with the ability to **execute negotiations and contract**.

A proven record in winning Enterprise key accounts in **excess of +$5 million per annum**., Extensive tenure in managing a vast network of key accounts executives. Proven skill at managing multiple opportunities at one time. Confident public speaking and communication skills

Details

Current Location: - Ahmedabad, India
Mobile: - +91-8758666609
DOB – 03/02/1981
Email: - bjoshi3281@gmail.com
Nationality: - Indian

Oracle Expertise: -
- Oracle ERP
- Oracle Procurement
- Oracle Supply Chain Execution
- Oracle EPM
- Oracle HCM
- Oracle CX
- Innovation (Digital Assistance, IoT, RPA)
- Technology (Analytics, PaaS, Oracle Integration Cloud Service)
- Various PaaS Extensions

💼 Skills

Cloud Transformation	Negotiation	End to End Deal Closure	Leadership	TCO
Business Consultancy	Upselling and Cross Selling Techniques		Technical & Commercial Estimation	
Strategic Customer & Oracle Relations	Need Analysis and Winning Solution Positioning		Project Management	
Solution Architect Presales	Closing Techniques	Presentations & Demos	Insight & Value Realization	
Business Process Optimization	Product Management	Innovation Management	Strategic Roadmap Design	

💼 Employment History

Oracle Offshore Regional Presales & Customer Cloud Engagement Leader, GCC at Evosys – (Current Employer) under Mastek India Pvt Ltd.

Role	Timeline
Oracle Presales, Customer Cloud Engagement & Customer Success Manager	January 2017- Present – 5 Years 1 Months
	GCC Region
Sr. Oracle Supply Chain Consultant	January 2014 –December 2016 – 3 Years
	GCC Region

Duty Performed: -

- Carrying a portfolio of +$**5MN as GCC Regional Presales** (Offshore Regional Business Development) which covers below regions, solution, and industry,
  - Regions: -
    - United Arab Emirates
    - Qatar
    - Bahrain
    - Oman
    - Kuwait
    - Levant
    - Egypt
  - Product: -
    - Oracle Fusion Cloud implementation & support services (ERP, HCM, EPM, CX, Oracle technology, Innovation like Digital Assistance, RPA, Analytics)
    - Oracle **EBS On-premises** implementation, **upgrade**, enhancement & support services.
    - Evosys IP (Extensions on PaaS)
    - Focus on Digital Transformation
  - Industry: -
    - Healthcare, Public Sector, Retail & Distribution, Telco, Engineering & Construction, Manufacturing
- Carrying a portfolio of **$ 4 MN as direct Sales** from the existing clienteles.
- Consistently **achieved** annual **sales & presales target by 80%** and above during work tenure.
- Secure RFPs and Opportunities bids for customers totaling **5+ years** and **$20 million** in transaction revenue over contract terms.
- Part of Journey with Evosys making Evosys achieving from **50 customers to 200 customers** in GCC till date out of which 85 cloud customers and 120 on-premises customers which result in increase of customer base by **400% over 5 years of time**.
- Lead the translation of the customer's desired business outcomes into industry technical architecture.
- Actively playing the role of Presales Architect in all deals.
- Leading all regional customer presentations and demos.
- Passionate about cloud transformation and actively involved and closed many large

transformation deals (moving customers from SAP, Oracle ERP EBS, JDE to Oracle Cloud).

- **Digital transformation**- disrupting the mindset of customers and sales teams by bringing innovative ideas that showcase Oracle and Evosys unique value propositions.
- Inspirational leadership- **Orchestrating solutioning** and **technical team** to help solidify the path to the complex yet exciting journey for customers.
- Technical Architecture Leadership- leading the design of functional and technical architectures and **positioning of right solution** as part of RFPs and Opportunity bidding process.
- Technical Sales Leadership- differentiating by having a strong focus on both technology and industry.
- **Executive Presence**- owning relationship with technology executive – CIO/CTO and members of their office and influencing relationship with CEO/CFO.
- Driving **Value based Delivery Program** as part of delivery to make sure customer realize true value of cloud transformation by connecting customer strategic objectives with implementation and by providing tool (value-based analytics tool) to measure those objectives after Go Live.
- Driving **Evosys Glide Program** (a program which focus on on-premises (EBS, SAP, Infor, MS etc..) to Oracle cloud transformation and SAP attack Program) which has lots of accelerators around assessment of existing legacy system, end to end automation of data migration, integration adopters, RPA for testing automation and migration and extensions.
- Conceptualization and implementation of business development programs to increase Evosys brand visibility.
- Manage a team of **10+ members** which comprise of bid team members, presales consultants and solution architects.
- Supporting team of **3 direct sales managers** as GCC regional presales owner.
- Post-Sales: Capture intelligence data of customer business needs to investigate cross-selling and upselling strategies customized for some of the assigned existing customers accounts.
- Strong background of Oracle Supply Chain Modules by spending **3 Years in implementation** of modules like Strategic Procurement, Procurement, Supply chain execution and Warehouse Management.
- Managing **multi pillar deals** as sales and regional presales comprising ERP, EPM, HCM, CX and technology solutions.
- Preparing, reviewing, discounting **estimation/costing** for implementation and support services.
- Reviewing technical details like SOW, timelines, assumptions, out of scope items etc. as part of proposal review and leading all presentation and discussion happening with customers.

End to End Implementation experience: -

Sr	Customer Name	Scope Implemented	Work As	Year
1	HCC – Houssam Contracting Company, Riyadh, KSA	Oracle Purchasing, Inventory, Sourcing, iSupplier, Supplier Life Cycle Management, Order Management, Procurement Contract, Service Procurement, Mobile Supply Chain Application	Supply Chain Consultant	2014
2	SFHP – Security Force Hospital, Riyadh, KSA	Oracle Mobile Supply Chain Application, Oracle Warehouse Management, and enhancement of Overall Supply Chain Processes with HIS integration	Sr. Supply Chain Consultant	2015

3	Salam International, Doha, Qatar	Oracle Purchasing, Inventory, Sourcing, Order Management, Procurement Contract	Solution Architect SCM	2015
4	Valiant Clinic & Hospital, Meraas Holdings, Dubai, UAE	Oracle Purchasing, Inventory, Sourcing, Order Management, Procurement Contract and HIS integration	Solution Architect SCM	2016

Domain Experience (London, UK)

Employer	Industry	Role	Timeline
Primark	Retail	Product Promoter	September 2003 to June 2007
New Look	Retail	Sales Supervisor	August 2007 to October 2009
William Hills	Betting & Customer Service	Customer Service Manager	November 2009 to April 2012

Education: -

Bachelor of Commerce Degree from Gujarat University,

Ahmedabad, Gujarat, India

June 1998 – March 2001