



## **ROHAN RAO**

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Transferrable Valid **Iqama** # - 260674####

Driving License

### **Professional Summary:**

Results-oriented Sales, Solutioning and Account Management professional with over 8 years of experience driving revenue growth and client satisfaction in field of IT Sales & Solutions, Account Management, GTM strategies, Operations, and Business Development. Proven expertise in strategic planning, stakeholder management, and effective communication. Proficient in leading high-performing teams to achieve targets, conducting market research, business analysis, and implementing innovative solutions. Seeking a challenging role to leverage skills and contribute to the success of a dynamic organization.

### **Work Experience:**

#### **Senior Solution Principal – Sales**

##### **HighRadius, Hyderabad, India, June 2024 – February 2025**

- Architected as a key point of contact for global businesses in selling and solving their finance processes using HighRadius's finance SaaS suite.
- Understanding customer's current landscape and charting out a future state using the solution to meet customer's requirements and decipher challenges.
- Successfully presented customized demonstration of the product to clients to relate with proposed future state.
- Worked on analyzing possible savings in the form of Opex and Non-Opex savings for clients and achieved 70% of successful mutually agreed Business cases for different clients.
- Key contributor to revenue growth and pipeline for the current financial year.
- Onboarded and engaged key global logos for the business which contributes to organization goals and KPI.
- Successfully navigated complex legal discussions, managing legal paperwork and resolving discrepancies efficiently, ensuring compliance and risk mitigation.
- Supported upsell team to gain traction with our clients to initiate discussions for repeated business plan.

#### **Associate Client Solutions Partner – Sales Engineering**

##### **Quantiphi Analytics, Bengaluru, India, October 2020 – June 2024**

- Led global client, partner, and prospect discussions and engagements, optimizing sales & marketing strategies and fostering team synergy for precise target identification and lead generation, bolstering sales pipeline.
- Earned a trusted advisor, and key cloud sales consultant reputation, adept at deciphering intricate client challenges and proposing tailored Google Cloud (GCP) solutions, enhancing client satisfaction and retention.
- Achieved a 25% repeat business rate, contributing 40% to overall revenue, showcasing proficiency in client relationship management and revenue generation.
- Conducted detailed industry research, analyzing market trends and competitors to provide actionable insights for refining internal strategies, driving business growth.
- Spearheaded revenue planning and forecasting, crafting strategies for an 8-lead-per-quarter pipeline, incorporating brand positioning and stakeholder management to drive sales growth.
- Mentored a team of business analysts, achieving 50% of the team's revenue target, demonstrating leadership and team development skills.
- Successfully navigated complex legal discussions, managing legal paperwork and resolving discrepancies efficiently, ensuring compliance and risk mitigation.

- Consistently drove revenue growth by securing substantial contributions from larger clients, executing successful initiatives in new and repeat business realms, demonstrating business acumen and sales effectiveness.

### **Area Sales Manager – Sales**

#### **LG Electronics, Bengaluru, India, *June 2016 – January 2018***

- Conducted comprehensive market research on LG products and competitor offerings, optimizing strategies based on consumer behavior insights.
- Catered to Supply Chain request and management with stock delivery to client warehouse to maintain 90% stock availability.
- Spearheaded account management for primary and secondary sales, ensuring seamless SKU stock availability.
- Managed customer's service request with timely solutions and inputs to achieve utmost customer satisfaction for after sales services.
- Collaborated with clients to devise marketing initiatives, resulting in a 50% increase in foot traffic and heightened brand visibility.
- Analyzed marketing strategies, considering brand and client competition for effective market positioning.

### **Technical Support Associate**

#### **Hewlett Packard, Bengaluru, India, *April 2013 – November 2013***

- Excelled in addressing and resolving technical issues promptly and efficiently.
- Contributed in increasing sales of accessories, laptops and upgrades by educating clients.
- Worked towards a collaborative team environment, ensuring seamless customer support.

### **Test Engineer**

#### **Onyx Solutions, Bengaluru, India *September 2011 – January 2013***

- Specialized in comprehensive testing procedures and quality assurance networking protocols.

### **Internship:**

#### **Data Science Intern**

##### **Philips India, Bengaluru, India, *June 2019 – June 2020***

- Applied theoretical knowledge to real-world projects, enhancing practical skills in data analysis and problem-solving.

#### **Sales & Marketing Intern**

##### **Magnasoft, Bengaluru, India, *April 2015 – May 2015***

- Participated in sales and marketing strategies, gaining hands-on experience in client engagement in the GIS industry.

### **Skills:**

- Sales & Marketing Expertise
- Strategic Planning & Revenue Management
- Client Relationship Management
- Market Research & Business Analysis
- Team Leadership & Management
- SaaS & CRM Tools: Salesforce, Pipedrive, Zoho, Streak
- Stakeholder Engagement
- Sales Lead & Pipeline Management
- Account Management & Business Development
- MS Office, Google Workspace
- Project Management
- Communication & Negotiation
- Problem-solving & Decision-making
- Adaptability & Continuous Learning
- Collaboration & Cross-functional Teamwork
- Languages Basics: Python, R, SQL

**Education:**

- **Masters of Engineering** - Manipal School of Information Sciences, MAHE, Manipal, India (2018-2020), Big Data & Data Analytics – CGPA 9.56
- **Post Graduate Diploma in Management** - M.S. Ramaiah Institute of Management, Bengaluru, India (2014-2016), Marketing & Operations Management – CGPA 8.45
- **Bachelor of Engineering** - I.C.E.A.S, V.T.U., Bengaluru, India (2007-2011), Electronics & Communication Engineering – Score 60%

**Certifications:**

- Cloud Digital Leader - Google Cloud
- IBM Data Science Specialization – Coursera
- Capstone Project: Match My Locality & Nearby Venues - Data Analysis of City's Neighborhoods

**Projects:**

- Masters of Engineering Data Science Project:
  - "Analysis of Air Quality Index of an Indian City"
  - "Analysis on Human Activity Recognition using smartphone data"
- Articles – Blog Posts:
  - Authored and published articles and blog posts, contributing expertise to the professional community. Topics covered encompass data science, analytics, and industry trends.

**Languages:**

- English – Fluency = 5
- Hindi – Fluency = 5
- Arabic – Beginner = 1

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