

Sundeep Malhotra
+919911606800
sundeep_malhotra@zohomail.in
Delhi NCR, India

Sales Operations | Pre Sales | Global Delivery | Project Management | Business Development |
Partner Ecosystem | Transitions

IT Services and Consulting | Software Products

BRIEF SUMMARY

- Past 6 years helped organisations having multi user, multi locations improve their business processes using Employer provided solutions - ERP, Helpdesk / Ticketing, CMMS / Maintenance, Procurement, Tracking, IoT/RFID/BLE/QR Codes.
- Acquired domain knowledge in multiple business processes and gradually enriched skills which are useful for remote management of resources / projects.
- Operated and enabled teams to adapt in multiple time zones with a 24x7 always on remote capability.

EDUCATION

- MBA Information Systems Sikkim Manipal University, 2010- 2011
- LL.B. CCS University, Meerut 1998- 2001
- Post Graduate Diploma Intellectual Property Rights Indian Law Institute, New Delhi 1999-2000
- B.Com. (Hons) Delhi University, Delhi 1994- 1997

RECENT EMPLOYMENT HISTORY

Manager / Asset Infinity / March 2017- August 2023

Departments

~ Sales / Channel / Business Development

~ Customer Success, Service and Operations

<https://www.assetinfinity.com/>

Service offering: Software Product with modules for Helpdesk / Ticketing, CMMS / Maintenance, Procurement, Tracking using IoT/RFID/BLE/QR Codes, Enterprise Asset Management

Role:

- Established processes to engage self service prospects and Enterprise accounts.
- Lead qualification for multiple sources - organic, online, inside sales and partners.
- Managing Accounts of Partner Channels / Installed Base / Net New.
- Remote Product training, Configuration and Setup.
- In-charge for after sales Service Support personnel during Trials, Proof of Concept.
- Resource optimization for augmented, remote, on site and internal projects.
- Project management for partners and clients with activities including- pre sales, sales, on boarding, customer success, and account management.

Motivated Partners / internal teams to reach:

SAAS Subscription slabs for Enterprise Accounts

USD 3000/pm-250,000 INR 30L/pa

USD 6000/pm-500,000 INR 60L/pa

USD 9000/pm-750,000 INR 90L/pa

USD 12000/pm-1,000,000 INR 120L/pa

USD 15000/pm-1,250,000 INR 150L/pa