

**DR. SANJAY MALHOTRA**

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Location: India

**SUMMARY**

Senior Business Development Director with 12+ years of experience driving revenue growth, building strategic partnerships, entering new markets, and managing multi-region BD teams. Expert in corporate sales, pipeline planning, product positioning, and relationship management. Proven ability to turn underperforming markets into multi-crore revenue drivers.

**EXPERIENCE****Business Development Director – GlobalLink Enterprises (2014 – Present)**

- Scaled customer base from 30 to over 200 enterprise-level accounts.
- Built long-term relationships with Fortune 500 clients and international partners.
- Led a team of 40+ BD executives across India and APAC regions.
- Implemented data-driven sales forecasting models improving accuracy by 35%.
- Developed multi-crore partnership deals and negotiated long-term contracts.

**ACHIEVEMENTS**

- Increased annual revenue from ■4 Cr to ■28 Cr within 4 years.
- “Business Leadership Excellence Award – 2022”.

**EDUCATION**

Ph.D. – Business Strategy

MBA – Sales & Marketing

**SKILLS**

Strategic Partnerships, Enterprise Sales, Leadership, Negotiation, Forecasting, Team Management, CRM Systems, Market Expansion, Contract Strategy

**DECLARATION**

I confirm that all information provided is accurate and complete.