

## **Jidhun Mohan**

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**Career Highlights:** Technology sales professional with 6+ years of exposure in Indian Market and Middle East Market

- Over 6+ years of corporate sales exposure in the IT industry with insight on market trends and industry acumen
- A result oriented individual with track record of performing in pressurizing environments, ability to adapt and work in cross cultural environment
- Experience in developing and managing Strategic Alliances with Publishers/OEM and achieving company goals
- Proven track record of managing individual contributors at SoftwareONE
- Tenacious, disciplined and persistent worker with strong leadership qualities, excellent communication skills & problem solving capabilities

### **Career Objective and Professional Summary**

With skills in business management, information technology, business development and communication I look forward to be a part of a corporate entity to achieve symbiotic growth by achieving the time bound corporate and individual goals. I am keen on exploring a managerial or an individual contributor role.

### **Core competencies:**

<b>Business Development</b>	<b>Strategic and Tactical Planning</b>	<b>Account Management/Problem Solving</b>
<b>Microsoft Licensing</b>	<b>Customer Relationship Management</b>	<b>Publisher Management</b>

### **Cumulative Industry Experience**

**Organization: SoftwareONE Dubai FZ L.L.C**

**Period of Employment: January 2016 to May 2016**

**Designation: Business Development Manager**

Target: USD 200 k bottom line (Gross Profit), across all top software publishers; Microsoft, Adobe, VM ware, IBM, Symantec

- Responsible for driving Microsoft Business and other software publishers via prospecting, consultative selling and closing software solutions, services and licenses.
- Responsible for hunting new accounts for SoftwareONE
- Plan and manage offering launches, go-to-market initiatives, as well as market and field enablement activities
- Responsible for maintaining relationship with the Microsoft.
- Assisting team with Microsoft License Queries and joint call with them to understand customers Microsoft requirements
- Responsible to manage global accounts out of UAE
- Generate leads for SoftwareONE services across G.C.C

**Organization: Computer World WLL (Bahrain)**

**Period of Employment: June 2015 to December 2015**

**Designation: Business Development Manager**

Computer World is one of the largest IT system integrator in the Kingdom of Bahrain and is a division of the Almoayyed International Group (AIG).

- Manage listed key Corporate & Government Accounts and manage the strategic business relationship with CXO's, IT decision makers. Engage with IT team to understand their business challenges, provide technical solutions, deliver POC along with technical expertise and manage the end to end business cycle.
- Achievement of the Quarterly business revenue and profitability target in the listed accounts on different line of business.  
Position the right solution required for customer with strong product knowledge on Dell Enterprise Servers & Storage Solutions, Microsoft Licensing Solutions, Symantec stack of Security Solutions, etc.
- Ensure the Solutions Projects are properly delivered with regular meetings with customers & the technical delivery team. Handle situational challenges and address them amicably.
- Ensure repeat businesses are achieved on various Solutions; Products & Services needs required in customer space.  
Responsible for Product Management of Microsoft Business and drive the revenue and profit target achievement of the Microsoft business vertical for Corporate Customer base of the organization.
- Ensure the Microsoft Annuity customers utilize the complete benefits of the program and the value added services committed and strategically drive the engagement.
- Orchestrate with internal Pre-sales / technical teams and our strategic partners to design and deliver the best-fit solutions to the Corporate Account Base.

**Organization: SoftwareONE India Private Limited**

**Period of Employment: February 2013 to May 2015**

**Designation: Business Development Manager**

Target: USD 400k bottom line (Gross Profit), across all top software publishers; Microsoft, Adobe, VM ware, IBM, Symantec

- Responsible for driving Microsoft Business and other software publishers in Bangalore via prospecting, consultative selling and closing software solutions, services and licenses.
- Managing client relationship through all phases of the sales cycle.
- Providing consultative license sales process to prospects and also solution selling.
- Plan and manage offering launches, go-to-market initiatives, as well as market and field enablement activities
- Develops business plan and sales strategy for the market that ensures attainment of company sales goals and profitability.
- Mapping all the key stakeholders in the account and addressing their concerns and needs within their budget and expectations.
- Monitor the competitor's offerings, prices and sales and position the sales accordingly.
- Responsible for building and managing strategic relationship with solution Partners and Publishers.
- Responsible for generating more revenue from Existing Accounts and add new accounts for SoftwareONE.
- Responsible for getting payments on time.

**Organization: Wipro Infotech**

**Period of Employment: June 2011 to February 2013**

**Designation: Sr. Account Manager:**

**Manage mid-market segment for Wipro. Add and develop new accounts for Wipro. Responsible for managing relationship with OEM's**

- Strategic Consulting, including business plan & develop sales strategy.
- Identifying and develop strategic accounts.
- Driving business for all Lines of Business
- Account Mapping, Value Account Plan – Identifying Stakeholders, revenue generation, focus on top line profitability via new opportunities and new account acquisition
- Understanding Customer requirements and coordinating with internal teams(LOB's) for positioning the apt solution & technology to them
- Making presentation to initiate new projects with strategic accounts.
- Enhancing strong relationship with customer, partners and OEM
- Ensure good customer relationships and continuously monitor customer satisfaction by setting evaluation parameters.
- Develop a complete understanding of the customer segment for the mentioned product lines
- Weekly reporting of pipeline and forecast using the CRM tool.
- Extended the territory coverage and increased Wipro presence.
- Prepare and deliver sales presentations.
- Owning engagement conversion to Sales Order, Contract negotiation and signoff in the forecasted timelines. Vendor and partner Management.

#### **Notable Highlights:**

- Achieved 85% yearly target in Q1 in 2015 (Microsoft, PDI and Services)
- Achieved 180% on target for year 2013
- Globally ranked 4<sup>th</sup> in Revenue generation at SoftwareONE for 2013.
- Worked and recommended an escalation matrix, to the Senior management, to improve employee and client satisfaction
- Received appreciation from management for various ideas & thoughts to drive new business for SoftwareONE

#### **Technology Certifications:**

- Microsoft Certified Professional

#### **Educational Qualification:**

- **MBA** (Specialized in Sales & Marketing) 2011 – Amrita School of Business Coimbatore – CGPA 6.8/10
- BSc in Hospitality Management 2007 – Institute of Hotel Management Kovalam – 64%
- ISC 2004 – Loyola Trivandrum – 69%
- CBSE 2002 – St. Thomas Central School Trivandrum – 74%

#### **Awards and Achievements Received:**

- First runner up in the Badminton Championship at Amrita School of Business
- Champion in athletics at Senior School
- Graded A+ for Programming in C by ER and DCI
- House Captain at college (Graduation and Master Level)

#### **Relevant Details to my candidature-**

- Relocation- 30 days' time, subject to relevant visa type
- References will be provided upon request
- My LinkedIn profile is updated and would help you validate my contributions and skill-set in the form of recommendations from my peers, stakeholders and customers [in.linkedin.com/pub/jidhun-mohan/26/4a5/445/](https://in.linkedin.com/pub/jidhun-mohan/26/4a5/445/)