

Contact

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Top Skills

Business Strategy
Business Development
Leadership

Languages

Hindi

Sunny Choudhry

Sr. Director of Sales | Growth Strategist | Investor
New York City Metropolitan Area

Summary

I am an enterprising, enthusiastic, and results-driven Sr. Director of Sales who enjoys fast-paced and dynamic working environments. My 15+ years of combined experience in business development, team leadership and working with startups have enabled me to continually take on new and more complex challenges with further responsibilities and interesting problems to solve.

My background exhibits my expertise in the fields of streamlining growth strategies, accelerating business operational procedures, stakeholder management, and marketing strategy for revenue generation.

My peers, clients and business partners alike recognize me as a visionary and effective leader, relationship builder and adept learner.

Thank you for viewing my profile, and I look forward to meeting you. Feel free to reach out to me at sunny.choudhry.1@gmail.com.

Experience

Comcast Business

3 years 3 months

Senior Director of Sales

November 2021 - Present (10 months)

Director of Sales

June 2019 - November 2021 (2 years 6 months)

Greater Philadelphia Area

- Directed proactive responsibility over a team of Sales Managers and 40+ Business Account Executives. Reliably delivered core products and services primarily including cloud-based solutions for hundreds of small, medium, and enterprise businesses, ensuring an exceptional and quality customer experience throughout tenure.

- Recognized possibility for further performance optimization, shrewdly developed a Go-To-Market plan and client onboarding strategies, further maximizing sales results on cloud-based solutions.
- Managed all sales functions and cloud computing networks, applying Expert CRM throughout. Rigorously examined, recorded, and monitored KPIs for opportunities to improve operational efficiency, subsequently negotiating and selling cloud services.
- As a core leader in weekly meetings, offered strategic perspectives that proved pivotal in discussions and actions generated regarding top account status pipelines, target forecasts, and overall sales process improvements.

IMU Studios

Investor | Advisor

June 2022 - Present (3 months)

Fyniti

Investor | Advisor

January 2021 - Present (1 year 8 months)

Self-Employed [Equity Investor]

Equities | Crypto Investor

January 2013 - Present (9 years 8 months)

- Extensive equity and cryptocurrency trading knowledge with an emphasis on quant-based investment strategies, technical indicators and order flow.
- Options contributor for Benzinga Pro.

Comcast

Senior Manager of Sales

August 2017 - June 2019 (1 year 11 months)

- Built and self-established a cohesive and dynamic regional sales team of 60+ staff members and 5 managers. Concurrently, enforced success measures and compliance practices with 100% of all company policies, regulations, and procedures, successfully ranking top 3 nationally in overall sales with an average of 147% above quota in 2017-2019.
- Identified potential for further revenue generation maximization, leveraged data centric leadership practices utilizing Salesforce CRM, effectively increasing cloud-based application revenue by 15% per month and achieving quota 14 consecutive months.

- Foresaw potential for process innovation, integrated multiple actionable creative strategies, transforming workflow, and ensuring subsequent profitability in providing scalable cloud utilities across tenure.

Charter Communications

Business Development Manager

September 2015 - January 2017 (1 year 5 months)

Greater New York City Area

- Recruited, coached, and led a regional Business Development team of 9 staff members, successfully championing company values and ethics, eventually yielding approximately \$5m per month turnover, ranking first nationally, and achieving 240% of quota as of FY 2016.
- Project managed 2500+ new construction accounts. Adeptly operated in intricate cross-functional collaboration with 5 internal department teams, ensuring the successful completion of milestones before scheduled deadlines across 2 years.

Verizon

Regional Channel Sales Manager

June 2012 - September 2015 (3 years 4 months)

- Oversaw the recruitment and training of regional sales team of 40+ staff members and 5 managers. Proactively coached and developed 50+ sales executives during onboarding process end to end, enmeshing cohesion, and consistency throughout all efforts.
- Discerned inventive strategies to increase sales revenue, adroitly enhanced business processes to accelerate workflow by 30%, garnering a further \$14m+ in revenue and ranking top 3 nationally with an average of 130% above quota in 2014.

ADP

Enterprise Account Executive

January 2011 - December 2011 (1 year)

- Entrusted with executing a mid-market business development plan, chiefly implemented lead generation strategies, attaining prospective leads per month, paving the way for significant business expansion.
- Administered 175+ B2B accounts within 10+ various industry verticals. Primarily focused on HR solutions, co-employment and performance tracking.

iKapital Inc.

Business Development Specialist (startup)

May 2009 - January 2011 (1 year 9 months)

- Acted as Sales Hunter and Leader for Agency partner outsourcing global IT and creative solutions. Spearheaded creative direction and prospecting initiatives throughout tenure.

ComQi Inc.

Global Marketing Coordinator

July 2008 - January 2009 (7 months)

New York, NY

- Responsible for account management for a client base of 20+ companies within the hospitality and pharma sector. Accordingly, uniquely designed digital signage for 50+ mid-market clients which generated significant market share capture and increased customer engagement.
- Developed marketing tactics to support business objectives, subsequently managed trade shows for quarterly digital advertising conferences, positioning unique company selling propositions with corresponding market demand, and effectively closing prospective leads during events.

Multiple Clients

Freelance Graphic Designer

September 2006 - June 2008 (1 year 10 months)

Greater New York City Area

- Guided the art direction on ad campaigns for NCAA college football, 3 pharmaceutical institutions 5 media companies, with projects including but not limited to digital campaigns, brand design, web design, and print collateral.
- Leveraged an existing network of key relationships to successfully procure clients such as Kaplan Thaler, College Sports Television and American Media Inc.

Education

Kean University

Bachelor of Arts (B.A.), Visual Communications, Advertising · (2001 - 2006)