🧭 Who I Am (Professional Snapshot)

I’m Jaspal Kahlon — a COO-turned-builder, systems thinker, and growth strategist. With over two decades of experience, I specialize in scaling operations and sales for SMBs, particularly in the SaaS and services sectors. My approach combines strategic insight with hands-on execution, aiming to simplify complexity and drive sustainable growth.[LinkedIn+3LinkedIn+3LinkedIn+3](https://www.linkedin.com/posts/jaspalkahlon_winter-afternoon-on-a-sunday-with-pet-tea-activity-7279083020580540416-sOL3?utm_source=chatgpt.com)

🧱 Career Journey

**Chief Operating Officer, Orane International**

At Orane International, I lead initiatives to drive top-line growth across existing revenue streams and introduce new ones. My focus is on operational excellence and strategic expansion, ensuring the organization's continued success in a competitive market.[Jaspal+1LinkedIn+1](https://www.jaspalslife.com/about?utm_source=chatgpt.com)

**Vice President of Sales, Jungleworks**

In my role at Jungleworks, I was tasked with building an outbound sales function for SaaS products. However, my responsibilities expanded to include leading the Tookan team and mentoring the Inside Sales team, enhancing CRM practices and sales operations.[Jaspal](https://www.jaspalslife.com/about?utm_source=chatgpt.com)

**VP Market Development, Abzooba**

At Abzooba, I spearheaded market development efforts, focusing on expanding the company's footprint and driving business growth through strategic partnerships and client engagement.[Jaspal](https://www.jaspalslife.com/about?utm_source=chatgpt.com)

🎯 Core Competencies

* **Strategic Operations:** Designing and implementing systems that streamline processes and enhance efficiency.
* **Sales Leadership:** Building and leading high-performing sales teams, with a focus on outbound strategies and CRM optimization.
* **Business Development:** Identifying and capitalizing on market opportunities to drive growth.
* **Team Mentorship:** Cultivating talent and fostering a culture of continuous improvement.

🎓 Education & Continuous Learning

* **National Institute of Industrial Engineering (NITIE):** Completed one year of full-time coursework, gaining a solid foundation in industrial engineering principles.
* **Certifications:** Google Prompting Essentials, Prompt Engineering for ChatGPT (Vanderbilt University), and more, reflecting a commitment to staying at the forefront of technological advancements.[LinkedIn](https://in.linkedin.com/in/jaspalkahlon?utm_source=chatgpt.com)

🧭 Guiding Principles

* **Clarity Over Complexity:** Simplifying processes to focus on what truly matters.
* **Action-Oriented:** Prioritizing execution and tangible results over prolonged planning.
* **Empathetic Leadership:** Leading with understanding and fostering inclusive environments.
* **Continuous Growth:** Embracing lifelong learning to adapt and thrive in evolving landscapes.