

# Mayank Gangwar

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## SUMMARY

Solutions Engineer with expertise in pre-sales, SaaS demos, API integrations, and solution design. Proven impact in driving revenue growth and collaborating with sales and product teams.

## EXPERIENCE

### Executive Solutions Consultant

#### Leadsquared

April 2025 - Present, Bengaluru

- Promoted based on consistent overachievement — led solution design for high-value mid market and enterprise clients, influencing over ₹10 lakhs in MRR for Service CRM.
- Supported sales teams with impactful demo walkthroughs and tailored solution pitches, helping convert strategic logos.
- Orchestrated deployment of scalable CRM solutions improving lead-to-conversion rates and reducing client onboarding time.
- Created 5+ MVPs and PoCs by collaborating with Engineering, UX, and Product, increasing deal win rates by 30%.
- Acted as the key presales liaison for strategic accounts, driving requirement clarity and cross-functional alignment.
- Delivered structured product feedback loops, leading to 3+ features added to the roadmap.

### Associate Solutions Consultant

#### Leadsquared

February 2024 - March 2025, Bengaluru

- Engaged with **25+ enterprise and mid-market clients** across BFSI, EdTech, and Manufacturing to gather complex CRM requirements and identify key pain points.
- Delivered **10+ tailored CRM proposals**, directly accelerating qualified pipeline growth and contributing to faster deal closures.
- Translated **40+ user challenges** into actionable insights, leading to **3 key feature enhancements** that improved product-market fit.
- Conducted competitive analysis of **10+ CRM platforms**, influencing differentiation strategies and informing product roadmap decisions.
- Defined and prioritized **15+ features** for a new Service CRM, driving higher client adoption rates and an **uplift in NPS**.
- Produced **20+ solution docs, PRDs, and use-case templates** to streamline presales-to-implementation workflows and improve team efficiency.

### Salesforce Developer

#### Deloitte

April 2023 - June 2023, Gurgaon

- Completed an 8-week Salesforce Virtual Internship, culminating in the Admin Super Set Certification. Gained hands-on experience through Trailhead modules.
- Gained hands-on experience through 40+Trailhead modules and 50+badges, covering core CRM and automation topics.
- Demonstrated proficiency in Salesforce administration by configuring 30+ automations and optimizing CRM workflows for efficiency.

## EDUCATION

### Bachelor of Technology

SRM University · 2024 · 9.14

- **Awarded for securing 5 placement offers** — the highest in the graduating batch

## AWARDS & HONORS

### Star of The Quarter

Leadsquared · 2025

- Awarded Star of the Quarter (Q3 & Q4, FY24) for surpassing KPIs, driving ₹7L+ in MRR via strategic solutioning, and delivering high-impact SaaS demos that influenced key deals.

## SKILLS

### Solution Engineering & Pre-Sales Expertise

Technical Acumen & Architecture

Customer Discovery & Problem Solving

Stakeholder & Sales Collaboration

Communication & Presentation

RFP/RFI & Documentation