

Kiran Akuthota

Business Leader

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A Competent and dynamic enterprise IT Leader with over 17+ Years of rich experience in PnL Management, Software Sales, Customer Success, Business Development, Market Penetration & Client Engagement and People Management.

Proven result-oriented, strategic leader with demonstrated success in managing Multimillion Dollar business, establishing relationships, building long term revenue streams, turning around business performance and leading initiatives towards growth, share and customer satisfaction.

Strong and highly experienced in PnL Management (GTM Strategy, Managing Financial Indices, Profitability, Market Strategy, Portfolio Management), Business Operation, Customer Success Management, Partner Management (GSI and ISV), Budgeting, Contract, Pricing and Deal negotiations.

Industry Sectors Managed: Manufacturing, Healthcare, Retail, Transportation, Banking & SMB Business segment.

Geo Expansion : Have strong experience across US, EMEA, APAC and INDIA.

Expertise:

New Business Development P&L Management Strategic Planning Operations Management Key Account Management Turnaround & High-Growth Strategies Customer Relationship Management Staff Training & Development Contract Negotiations and Bid Management Budgeting & Forecasting.

Skills

	Team training and support	    
	Build Relationships	    
	Manage Processes	    
	Develop Budgets	    
	Staffing	    
	Forecasting Sales Results	    
	Sales Planning	    
	Delegation	    



Work History

Sep 2020 - **VP Sales**

Mar 2021

KCS Software Solutions Pvt Ltd, Hyderabad, TS

- Managing Client Business Operations for the region with 2.5 Mil.
- Responsible for PnL, GTM Strategy, Strategic Sales Programs, Customer Success, Global Account Management, Client Engagement, Internal Collaboration & Sales readiness, Budgeting, Business Sustainability etc.
- Leading and scaling a high-performance team of 6+ spread across the regions, to drive customer growth and organisation revenue.
- Collaborating with internal and external stakeholders to align objectives and exceed expectations.
- Maintain Customer Relationship with CXO community across the industry verticals PSU, Pharma and Banking.

Dec 2018 - **VP Sales**

Jun 2020

Eclature Technologies Private Limited, Hyderabad, TS

- Responsible for develop the business for India, Middle East, APAC & USA Regions and responsible for client and supplier relationship management.
- Responding to RFPs / RFIs and ensuring the response complies with the RFP/RFI specifications.
- Strategizing the long-term business directions of the region to ensure maximum profitability in line with organizational objectives.
- Coordinating budgets, forecasts and reports & accordingly effectuating business plans to attain maximum sales and optimum revenue.
- Associated with channel partners in respective countries to position Eclature offerings.
- Delivering Solution Presentation as well as coordinating with the technical team for establishing POCs and Demos.
- Identifying and networking with strong and reliable partners resulting in deeper market penetration and reach.
- Project monitoring and coordination with technical team in order to ensure milestone achievements towards successful project completion.

Jul 2014 - **Country Head - Sales & Services**

Dec 2018

Eidiko Systems Integrators Private limited, Hyderabad, TS

- Country Head, Noteworthy Highlights:.
- Closed an average of 55% of all leads and achieved between 120, 140, 135 and 180% of projected monthly sales goals during tenure.
- Targeted and penetrated a competitive market.
- Signed up corporate accounts and converted many customers from

competitors' services.

- Nurtured the relationship with IBM as Premiere Partners and bonded closely with India Channel Managers.
- Improved cross sell opportunities within the customer base by applying consultative selling techniques.
- Managed, Trained and Coached the inside Sales team of India.
- Managing the Bids and RFI/RFP.
- Responding back to the customer with the proposal response.
- Signed few Multiyear support projects with India's fastest and largest growing banks.
- Placed over 40% of EIDIKO head count at onsite(Customer Location.

**Oct 2008 -
May 2013**

Compliance Manager & Software Sales

IBM India Pvt Ltd, Bangalore, KA

- Key Responsibilities.
- Handling South India and Sri Lanka for all the Software brands (Lotus, Tivoli, Information Management (Databases, Cognos, Enterprise Content management etc), and Web Sphere and Rational solutions.
- Managed Sales of IM portfolio for India / South Asia.
- Working closely with various teams to generate leads and progress them to closure.
- Coordinate with the respective teams and engage the right teams for providing the right solution.
- Working closely with Business partners for progression and closures of the opportunities.
- Maintaining strong relationship with Customers.
- Ensuring the customer satisfaction which helps in repeat business.
- Interacting with CXO level and LOBs to understand the requirements and provide the right solutions.
- Negotiations with the customers to close the deals.
- Enablement of the Business partners for various product offerings.

Software Support and Renewals Sales

IBM India Pvt. Ltd, Bangalore, KA

- For all the IBM Software Lic for India.
- Started with Volume business, where used to handle 150-200 transaction per quarter.
- Experience in handling the entire customers across India and South Asia (Bangladesh and Srilanka).
- Handling Key Accounts for South India and South Asia.
- Achievements.
- Member of Hundred percent club for the year 2010 for over achievement of the targets Sales Eminence award for the year 2010.
- Got an award for over achieving my targets for Q3 2010.
- I Believe Award for Closing Highest number of deals.

- Won ISA Software Super Star Award.

**Nov 2005 -
Sep 2008**

Senior Sales Executive

Dell India Pvt Ltd, Bangalore, KA

- Responsible for Sales and Leasing of Dell Hardware to the Customer.
- Responsible for achieving the SLAs: Phone metrics (talktime, schedule adherence) Revenue metrics (Revenue per call, Sales Conversion, Average order value), Service Level and Purchase Experience with Quality by adhering to the standards of business conduct.
- Prepare periodic reports for review by Management and Business Partners (For COBs, QBRs etc).
- Conduct process and refresher training, prepare training module to assure quality performance by the agents(New hires, Vitality, Sales Refresher) Total Customer ownership for escalated issues.
- Involve in Knowledge sharing, skill transfer, feedback sessions, quality assessments, motivate agents to meet the deadlines and targets.

Senior Sales Associate

Dell International Services, Bangalore, KA

- Consultative selling of Dell Printers, DOC, , Toner & Ink Cartridges to ANZ, US, Canada and EMEA Customers by overcoming competitive sales objections.
- Delivering a positive Customer and Purchase Experience consistently.
- Balancing quantitative and qualitative metrics such as PE, Quality Audits, Revenue, Close rate, Paper attach rate, AHT, Efficiency and Schedule Adherence.
- Making outbound calls and qualifying opportunities by understanding customer needs, budgets, decision-makers and timelines.
- Achievements.
- Awarded the Best Rep for Q2 ' 07.
- Awarded the Best Customer Experience for Q1 '06.
- Awarded the Best Rookie for Q4 '05.
- Awarded with 25 Certificates for Best Average Handling Time (AHT).

**Jun 2002 -
Mar 2005**

Sales Executive

Citibank, Hyderabad, TS

- Generation of database through tele-calling and marketing.
- Provide solutions to suit individual or corporate needs.
- Visiting potential customer to prospect for new business and advising on forthcoming product developments and discussing special promotions.

Education

**Jun 2000 -
Jun 2002**

MBA: Marketing

Institute of Computers And Business Management - Hyderabad