



Amit Mehta

A motivated, hustler and analytical business manager with more than 16 year's of experience in Mobility, Retail, FMCG & Logistics. Specialized in setting up business, strategic-planning, goal-setting, solutions implementing, Product management & Analyst roles. I am proud of my solid track record of delivering projects that have had proven business benefits and now looking to take on greater responsibility, with more complex challenges which helps me develop myself as well as prove fruitful for the organization.

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Sales people :

- are truly Superheroes!
- are at the right place at the right time!
- know when to approach a potential client; when to withdraw and when to get back again!
- understand their client's problems and solve it creatively!
- reach their potential clients even before they realise, they need them!

Area of Expertise :-

- | | | |
|-----------------------------|-----------------------------------|---|
| ✓ Account Management | ✓ ISV Alliance Management | ✓ Market Growth & Exploitation |
| ✓ Go-to Market Strategy | ✓ DaaS, SaaS, Leasing & Financing | ✓ Market Analysis & Penetration |
| ✓ P&L Accountability | ✓ IT/Hardware Sales | ✓ Strategic Business Planning |
| ✓ Solution Sales | ✓ Training & Post-Sales Support | ✓ Business Presentations |
| ✓ Process Improvement | ✓ Consulting & Transformation | ✓ Build Effective relationship across levels & functions. |
| ✓ Distribution relationship | ✓ Employee Purchase Program | |
| ✓ Employee Choice Program | | |

Lenovo

Oct 2021 – Till date

At Lenovo we believe in smarter technology for all, so we spend our time building a society that's brighter and more inclusive. We're not just a Fortune 500 company, we're one of Fortune's Most Admired. We're in 180 countries, working with 63,000 brilliant colleagues and counting. And we're known for the world's most complete portfolio of smart technology, from devices to software to infrastructure.

Objective: -

The Sales Manager is accountable for achieving the Regional sales and profitability goals in the Very large Enterprise which include working closely with **Channel Partner and team**, to plot the account from all departments which include **Senior Management, CIO, CTO, CDO, HR, Admin, Business teams** to drive B2B opportunity through direct/indirect purchase, **Leasing or Financing options, Services** (Managed services which include helpdesk, asset management & Tracking, data security and compliance, field support, Multivendor hardware support - OEM Agnostic, Device monitoring, Asset disposal) and B2C business through Employee Purchase Programs.

Responsible to drive **Industry Solution** where need to work with ISV vendor's for Visitor Management systems, Workplace Management, Retail solution to stitched the solution with Lenovo H/W and Third Party accessories supplier (Like Tablet cover, Kiosk, etc)

Device as a Service: From Planning, Configuration, Deployment, Support, Manager, Retire.

FMS services, Premier support, Warranty upgrades/extension, Accidental Damage protection, Keep Your Drive. Managed Services include software solution like: Sentinel One, Absolute, Filewave, LDI .

Responsibilities and accountabilities of the position: -

- ❖ Understand assigned clients and business partner's business requirements; apply knowledge of Lenovo products and/or solutions to help clients and business partners to meet their business objectives.
- ❖ Account management: identify business opportunities, achieve assigned financial/non-financial goals, and identify opportunities to increase 'wallet share' within assigned clients and business partner.
- ❖ Analyse problems by using past sales experience and good judgment; work with other functions or team members to develop solutions to resolve problems.
- ❖ Under minimum direction, develop relationships which promote the understanding of clients and business partners' business objectives and goals.
- ❖ Understanding of the Regional Channel Business & Direct Sale.
- ❖ Ability to create new strong channels to drive business for the region.

- ❖ Develop relationships which promote an understanding of the customers' business goals and objectives.

Softcell Technologies Ltd (a **HDFC Group Company** & No 1 Apple SI)

Aug '14 – Oct 2021

Business Development Manager (Apple Mobility & Solutions Business)
(Acquisition, Development, Retention Patch)

The Business Manager is accountable for achieving the Regional sales and profitability goals in the Very large Enterprise space including Named global accounts, which include mapping the account from all departments start from **Senior Management, CIO, CTO, CDO, HR, Admin, Business teams to drive B2B business through Leasing, Financing, DaaS, Solution offerings & and B2C business through EPP.**

EPP: Acquire, developed, grown India and **MNC account for Apple Hardware (iPhone, iPad, Mac, Apple Watch)** to drive Employee Purchase program start from Planning, Configuring, Designing, Deployment, Support, Manageability, Retirement.

Services :- Post sales, responsible from smooth deployment of small and large qty devices which include bunch of Services stake, where applications are pushed remotely with out opening the box, devices are shipped to user location across India, one point of contact, if user is facing issue post-delivery of device, if issue is not resolved at L1 & L2 level then enabling the support with the pickup for faulty device to near service centre, assisting with standby unit to ensure productivity is not effected and delivering back repaired device to the user location. During the refresh cycle also taken care of old devices buyback across India.

- ❖ Grown business by 1300% in 15-16.
- ❖ Grown business by 130% in 16-17.
- ❖ Grown business by 117% in 17-18
- ❖ Provide thought leadership and educate various internal stakeholders with customer trends and identify new opportunities for traffic growth.
- ❖ Joined as Strategic engagement manager IC role in span of 8 months got promoted to Business Development Manager (team handling role), then got promoted to Business Manager Large accounts (national level), then given responsibility to drive cloud and hosting business for west region.

Achievements FY 18-19

- Highest revenue contributor pan India.
- 2X Growth in Alliances business.
- New accounts for SaaS EMM solution.

Achievements FY 17-18

- Highest Net Income & revenue contributor pan India.
- Concluded 8000 iOS device(iPad) deal with Pharmaceutical company.
- Concluded 1800 iOS device(iPhone) deal with manufacturing company.
- In roads in Third largest bank in India, replaced win-tel with Mac.
- Opened 6 new Large Enterprise Account in India.

Achievements FY 16-17

- 100% Net Income growth FY 15-16 v/s FY 16-17.
- 100% Revenue growth FY 15-16 v/s FY 16-17.
- Individually added new large accounts, which contributed 50% of new business.
- Closed India's biggest Leasing, iPhone deal for MNC customer in March 2016.
- Closed India's biggest Outright, iPad deal for Indian MNC customer in Dec 2016.
- Added 12 New Big-Ticket Size account and generated business FY 16-17.
- Opened biggest inquiry on iOS requirement in Country.

Achievements FY 15-16

- Revenue of Apple SBU grown by over 3x in a year and made the business unit as number one in increasing top-line. Funnel grown by 6X.
- Quality C level engagement leading to 2x increase in revenue from existing customers and addition of 20 new customers in a year.
- Large Value orders are closed leading to creation of case studies from **Banking, Pharmaceutical and Retail industries** as a reference point.

- Better Customer Coverage by opening PAN India support number for customers. Created a structured model for reaching to customers based on severity.
- **Best B2B Partner Pan India iPad & Mac** H2 FY 15.
- **Best Enterprise Partner iPhone's** FY 15 & Softcell partnering level with Apple has been upgraded to "Apple Authorized System Integrator (AASI)". FY 15

Responsibility :-

- Experience in leading a sales organization in the IT industry, with well established up-to-date network of connections at senior level.
- Years of related experience and understanding of the hardware IT industry, with the PC, Mobile, Tablet marketed in Enterprise & SMB.
- As Business Development lead, Managed & Grown large key accounts in Pharma/Banking/Insurance/Manufacturing.
- Responsible for sales of entire product portfolio of Apple products in Pharma/Banking/Insurance/Manufacturing.
- Increase Apple Mobility Devices Adoption in enterprises.
- Sell Sales Force Automation, Field Force Automation and MDM solutions to enterprise clients.
- Work closely with ISV, MDM, Leasing company to stitch complete solution.
- Managing key CXO relationships in enterprise vertical.
- Work with Apple India enterprise & distribution teams to have enterprise specific strategies.
- Key focus on business development through solution sales, institutional sales and BYOD.
- Energetic person who can build trust and respect of the team.
- Know how to build and develop the sales teams with high sense of accountability.
- Work experience from a matrix driven organization including a lot of interactions with the stakeholders.
- Financial and analytical acumen.
- Sell software/hardware, solutions and services to current and prospective customers; works with other sales/pre-sales/domain/personnel to position and leverage sales opportunities to acquire, grow and retain customers within assigned territory.
- Prepares standard quotations and proposal information as needed; works with other departments to create and finalize contracts and set time schedules for delivery services.
- Follows up with customers to track satisfaction levels and to discover additional revenue opportunities.

SRSG Pvt Ltd (Apple SI)

Sr. National Product Manager, Enterprise & Channel Sales.

Aug '12 – Aug '14

Achievements FY 13-14: -

- Q4 V/s Q1 Business grown by 56%.
- Q1 V/s Q2 Business grown by 70%.
- Q2 V/s Q3 Business grown by 140%.
- Q3 V/s Q4 Business grown by 25%.

FY 12-13 V/S FY 13-14 by Top Line grown by 116% Bottom Line by 24%.

Achievements 12-13: -

- In two quarter, grown Pro Audio business from 25% by 66 % with Margin of 15 % with financial rotation.
- As recognition for good work, was the only one got promoted to next level in entire Organization.
- Tie up with HARMAN a famous Pro Audio brand as Platinum partner PAN India.
- Tie up with Axel Technology an Italian company for FM station setup end to end for Pan India.

Responsibility: -

- Manage Sales and Profitability targets.
- Manage a team of RM's and KAM's towards achieving targets through, acquisition of new business & 100% retention and development of existing clients.
- Marketing / Business Development.

Bajaj Allianz Life Insurance

Sales Manager cum State Head - SKS Microfinance Relationship (NBFC).

July '09 – July '12

Achievements 09-12: -

- Achieved Best Manager Business Excellence Award for Year 2009-2010.
- Stood No -1 in Champions Trophy on Service quality on Death and Surrender Cases for year 2009.
- Stood No -1 in Feb- Best Practices on Field for taking Service quality to next level for year 2010.

- Contributed 10 % of Revenue generation in new business for Year 2009-2010.
- 100 % Renewal for year 2009-2010 and so on.
- Scored 96 % in online Retail Insurance Product Test held in year Aug 2010.

Responsibility :-

- Managing a team of 8+ on roll employees (BA) addressing the need of more than 400 internal customers (Staff of SKS Microfinance) Catering to the need of their training and operational support needs.
- Co-ordination with various departments of SKS and BALIC for smooth operations.
- Managing a total portfolio of 2.38 Lakh Members in the said State, translating into the annual premium of 22 Cores per annum.
- Designing the user-friendly strategies keeping in mind the diversities of the different rural markets.
- Maintaining healthy relationships with the core management levels of business partners to ensure smooth operations.
- Ensuring the operations are conducted as per the set Guidelines of SKS MICROFINANCE, BAJAJ ALLIANZ LIC & the REGULATORS.

HCL Info Systems Ltd

Associate Manager Sales- Laptop/Desktop/Phone

Sep '06 – March '08

Achievements 06-08: -

- Achieved HCL info systems Business Excellence Award in For the Year 2006.
- Achieved Proficiency Certificate from HCL Info systems Ho Noida and Achieved Good Standard.
- Achieved highest Revenue Award from the CEO of the Company.
- Achieved highest Laptop Selling Manager to Corporate Clients.
- Achieved 4 th position PAN India – Best Mangers Rating.
- Achieved Best Manager Business Excellence Award for Year 2007-2008.

Gillette India Ltd

Territory Manager Sales – Mumbai, Gwalior.

Nov '04 – April '06

- Leading a Team of 6 Executive, setting up their goals and objectives and taking care of their Accomplishment.
- Primarily Responsibility Meeting Key a/c with in the specified Territory.
- Managed entire territory (Grant Road Mumbai, Gwalior M.P) of business worth 25 Lkh's Per Month.
- Implementing of different activities that has been run by the Company (Gillette).

Achievements 04-06: -

- Gillette Star Award in Feb 05 For the Year 2004.
- 100% Distributor's Secondary Sales Achievements.

ACADEMIC PROFILE

Examination	Year	University	Remarks
Master of Computer Application (MCA)	2002-2005	Bhoj University Bhopal	2nd Master degree
Master Computer Management (MCM)	2000-2002	DAVV University Indore	1st Master degree
Bsc Computers	1997-2000	DAVV University Indore	Graduation degree

Competency/Skill Requirements: -

1. Computer Skills, decent competency working with Microsoft Office.
2. Excellent presentation Skill (design and presenting).
3. Project Management skillset.
4. Fair knowledge on IT solution design (Hardware + Software).
5. Expertise in handling RFP and Tenders (Private)