

PRASHANTH MOHANDOSS

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I'm a dynamic sales leader with recognized proficiency in spearheading business to accomplish corporate plans and goals successfully, with over 11 years of multi domain experience in developing business plans and execute the sales strategy to building and leading high- performance, high-profit organizations. I have handled APAC, EMEA and North American markets in business development strategy formulation & execution, P&L accountability & general management. Adept at leading cross functional customer acquisition & service management teams, while maintaining executive level customer connects.

PROFESSIONAL EXPERIENCE

Sr. Manager Business Development – Zycus
Bengaluru – India

Aug 2021 till date

- I manage large enterprise accounts ranging from \$2 Billion in revenue to \$50 Billion in revenue
- Compiled reports and presentations of BDR's as it relates to sales goals, pipeline & etc. and work along customization of all outreach campaigns by monitoring the standard of emails and inputs
- The primary responsibility is to help win new revenue for the North America market. This is done through direct customer engagement as well as by building and maintaining assets to aid in the sales process helping BDR's through presentations, demonstrations, and hands-on Demo's
- As part of the North America business development team, I lead and manage pre-sales resources throughout the sales cycle and help in will providing technical and functional leadership for the team. Participate in account planning and strategy development. Work closely with executive management, peer managers, other members of the Sales teams, and Product Development. Marketing and CRM team

Director - Sales – WHITEHAT JUNIOR
Bengaluru - India

Oct 2020 – Aug 2021

- Exceeded weekly and monthly sales targets with 100+ product demos with great return and churn rates.
- Cost efficient customer acquisition and ensuring high volume of daily transactions. Accelerated and analyzed daily/weekly/monthly data on various performance parameters per rep and executed strategic and operational plan to achieve sales targets and expanded customer base through a B2B approach increasing the MAUs/DAUs (Monthly/Daily users)
- Spearheaded teams of sales managers and team leaders ensuring sale to date to valuate generation and established benchmarks and targets for measuring average profit margin.
- Recruited and trained a team of strong 70+ Sales Managers.

Enterprise SALES MANAGER – KNOWLEDGEHUT SOLUTIONS
Bengaluru – India

Nov 2019 –Sep 2020

- Honed my skills in enterprise sales, quantitative research, international sales expansions, delivery management, competitive/industry/market trend research in assigned areas using appropriate specialized data sources.
- Responsible in handling the global market to bring in enterprise companies for learning and development initiatives by reducing the client acquisition cost through various growth channels.
- Generated revenue of 60k USD per month through growth marketing methods with increased ARPU.
- Doubled the overall sales process and set appropriate metrics for sales funnel management

SALES MANAGER – HEWLETT PACKARD INDIA
Bengaluru - India

Jun 2018 – March 2019

- Aggressively worked for the top \$3Billion to \$30 Billion companies for their online catalogues in HP2B to have a reliable online buying place by handing RFI/RFP's.
- Worked along the strategic BUs in Singapore, Malaysia, Japan and China for project bidding.
- Pioneered teams to create and manage more sales opportunities to onboard more accounts to the online buying portal HP2B for enterprise and global companies

- Analyzed a huge portfolio consisting of high net-worth clients from the UAE, Malaysia, Singapore for the investment and financial incubators and helped founders deal with investors and acquirers.
- Improved sales productivity through training, regular interactions, reviews and feedbacks and expanding the demand funnel.
- Established sales objectives by forecasting and developing annual sales quotas for regions and territories and projecting expected sales volumes and profit for existing and new acquisitions.

BUSINESS DEVELOPMENT MANAGER - TEXILA EDUCATION AND MANAGEMENT SERVICES
Coimbatore – India

Feb 2015 – Oct 2016

- Authored annual business plans and sales forecasts to increase the enrollments by 62% for attaining assigned targets under each region.
- Implemented a data driven business environment of small, medium and large prospect leads through B2B approach and negotiated in terms of sales that maximized the universities business interests.
- Collaborated with higher education counsels in APAC and EMEA for an extensive B2B2C University partnership model to ally with world ranking universities, by being an academic / delivery partner enrolling students/corporate in bulk.

BUSINESS DEVELOPMENT MANAGER – ACENTRIA BUSINESS SOLUTIONS
Bengaluru Karnataka

Jun 2010 – Jan 2015

ROLES AND RESPONSIBILITIES

- I grew the B2B global enterprise sales, SaaS Sales, topline, customer success, digital marketing, global business and partnerships across US and Canada to its topline by 60% by hunting some new logos and farming existing ones better.
- Conducted product DEMO's for clients along with the FS for SMB, enterprise and global customers. Have done presentations, technical evaluations, technical objection handling, proposals, and follow up on all customer related issues and achieved product growth targets in the assigned geography or account base.
- Partnered with all other internal cross-functional teams to translate business needs and product requirements into new solutions and manage all aspects of sales in assigned territory including, prospecting, activity tracking, opportunity management, contract management, and closing deals.
- Respond to RFPs, PQQs and Tenders – leading the completion of bid documentation to win new contracts. Bid new B2B projects related to ERP, BPO, Web Development, Enterprise Software and Cloud applications, with multiple portfolios in the e-commerce industry and designed a global business model.

EDUCATION

B.E – Mechanical Engineering: Anna University (2006-2010)
Higher Secondary: St. Joseph's (2006)
Secondary: Rex (2004)