

Rahul Juyal

Business Development
Expert



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Current

Location

Doha, Qatar

Profile



- 22 Years Work- Experience in B2B Sales, Business Development, Channel sales & Strategic Alliances, Event Management, project Planning & Execution, P&L Management.
- 10+ years of experience in Telecom sales and additional experience in ITES, SAAS, IOT, DC Colocation, Digital Marketing & Advertising, SMS, Event Management, Hospitality, Travel and Not for Profit Organization.
- Industrial exposure, ITES, Telecom, Print Media, Digital Marketing, Advertisement, Event Management, Sponsorships, Travel & Tourism, MNVO, Car Rental & leasing, Govt. & NGO.
- Geographical Experience, Pan India & GCC Markets.
- Sales Exp: Telecom Mobility & Wireline Enterprise Business, SAAS, Salesforce, WhatsApp API, SMS, ERP, CRM, Chatbots, Event, Manpower Management, Data Analytical Tools, Cloud Telephony (Audio/Video Conferencing Solutions, HMS, Project Management, Space Sales in

Work Experience

2020 Dec - Present

360 Nautica Holdings
Doha, Qatar



General Manager – New Business & Acquisitions

Region : GCC covering Qatar, Oman, UAE, Bahrain & KSA

Business Operations, Hunting new Opportunities, Strategic acquisitions, New Market Penetration, P&L, Sales Budgeting & Forecasting, Team Management, Country & Regional Business Development, Sales and Operations. Incremental Market and Revenue Share.

Annual Sales target Budget: QAR 100 Mn

Solutions & Products: Digital Marketing & Advertisement, SAAS, CRM, Applications & Website Design & Development, Event & Cinema Ticketing Solutions, Event Management, Sponsorships, SMS & Email Marketing, BPO outsourcing, Manpower Management, hiring and outsourcing services.

Major Clients : Novo, QC, Domesco, Lulu, Mannai, Al Fardan, QRC, LSCS, Katara

2019 - 2020

Telebu
Communications



Business Development Head

Hunting Role, P&L, Sales Budgeting & Forecasting, Team Management, Branch Sales and Operations. Incremental Market and Revenue Share.

Annual Sales target Budget: QAR 35 Mn / Achievement 100% monthly

Services: SAAS, Contact Centre Management, ERP, CRM, Chatbots, Ticketing, Whatsp B, Audio Video Conferencing, Messenger, API Integrations, IVR, Cloud EPBAX, Cloud Telephony, SMS & Whatsapp Marketing & API Solutions etc.

Major Clients : Novo, Qatar Cinema, E2E Global, Mannai, Lulu, Al Hazam, Al Mana, Al Fardan, Domesco, Gulf Times, Golfo Radio, over all 500+ clients

2015 - 2019

Vodafone
Limited



National Sales Manager

Business Development, KAM, Hunter, to develop Local, National and Global Accounts.

Annual Sales Target: 36 Mn INR / Achieved 98 Mn Annual

Services: Mobility, Wireline, AWS, Azure, Gsuite, O365, SAAS, Cloud, SaaS, IOT, SD-WAN, Data Centre.

Projects : Decathlon 38 L ILL, Sobha Ltd – 61 L MPLS, Bangalore turf Club – 40 L

2010 - 2015

Falcon
Telecom



Regional Business Head

Hunting Role, P&L, Business Development, Sales Budget and Forecasting, KAM, Branch Ops.

Annual Sales Target: 60 Mn Annual / Achieved 85 Mn

Services: MVNO, Telecom Services, International telecom Services

Major A/c – LBSNAA, GAIL, BHEL, B&L, NDC, MDI, Microsoft, Google, NDC, Min. of

2009 - 2010
Parivartan NGO
Dehradun

Project Manager

Govt. Liaoning for Funding and project proposal approvals.
Project operations.
Worked on Uttarakhand Rural Water Supply and Sanitation

2008 - 2009
InterAds
Exhibitions
Delhi, India

Marketing & Project Manager – Event Management

Event Planning, Budgeting, management, Space Selling & Operations, Execution.

2006 - 2008
Hertz Carzonrent
India

Sr. Sales Executive

Hunting New Accounts, Key Account Management, Sales & Business Development
Services: Car Rental & Lease to Enterprise Accounts

Work Education

2004- 2006
HNBG University,

Master of Business Administration

Major – Marketing, Minor – HR

2001 - 2004
HNBG University,

Bachelor of Arts

English & Economics

Skills

Personal

Communication
Leadership
Management
Organization
Negotiation
Planning

Professional

Communication
Leadership
Management
Organization
Negotiation
Planning

Interests



Cycling



Traveling



Business Networking

Social Media



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References

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