



Jeevan Maringanti



+91-9963133477



itsjeevan@gmail.com



jeevanmaringanti

19+

Years of
Experience

\$20M

P&L Handled

200

Headcount
Handled

\$5M - \$80M

Deal Size Handled

Core Competencies

Business Leadership

- Strategy & Execution
- P&L Ownership
- Customer Engagement
- Relationship Management
- Business Development

Sales Leadership

- Sales Operations
- Sales Strategy
- Pipeline Management(MBR,QBR)
- Knowledge Management
- Proposal Management

Customer Delivery

- Offshore GDC Management
- Product Management
- Project Management
- Quality Management

Career Progression

ECIL

Apprentice

Syntel Inc

Onshore Lead

CSC

Portfolio Manager,
Global Sales
Operations Leader

ForecastEra

Director – Sales
Intelligence

2002

2003

2006

2007

2008

2017

2018

2021

Patni Computers

Programmer
Team Leader

Cognizant Inc

Team Leader

CtrlS

AVP – Sales OPs

Cloud ICON

VP Business Head

Education

2012

IIM - Lucknow

Executive General Management
Program

2002

SCSVMV

B.E in Computer Science

Certifications

2014

Sales Challenger Series

2009

PMP Certified(PMI ID:1188744)

2008

ITIL V3.0 Certified

2004

Six Sigma Green Belt

BIO

Birth Date

22-June-1980

Nationality

Indian

Role Fitment

Customer Success, Account Management, Delivery Management,
Sales Strategy, Sales Operations, Sales Enablement, Business Analytics

Experience Summary

● Jul-2021 to Till Date | Organization: Cloud ICON | Location: Remote

Designation: Vice President – Business Head

- Overall P&L responsibility for the Company's Salesforce SBU
- Managing the relationship with Salesforce and liaising effectively with Salesforce Account Executives and Partner Management
- Liaising with the Company's technical delivery and project management teams to ensure seamless project delivery
- Overseeing the work of the pre-sales team and adding value to critical pre-sales engagements. Engaging with business users to create solution presentations, demonstrations and prototypes
- Complete responsibility for achieving top-line and bottom-line targets
- Managing and mentoring the domestic as well as international sales teams

● Feb-2018 to Jun-2021 | Organization: ForecastEra | Location: Hyderabad

Designation: Director – Sales Intelligence

- P&L Responsibility of Offshore team comprising of 30 Salesforce.com developers, 10 Tableau analysts and 5 Dev Ops developers
- SPOC for Customer Delivery, Product Development, Analytics and Demo Engineering Teams
- Spearheaded Global Deals of TCVs ranging from \$1M to \$10M from Offshore
- Established processes, Streamlined templates across SOW to product delivery

● Jan-2017 to Feb-2018 | Organization: Ctrl-S | Location: Hyderabad

Designation: AVP – Sales Operations

- Setup CRM across the organization
- Setup sales process across territories, streamline lead to Opportunity closure process
- Strategized sales territories, channels across India and ME
- Defined organizational metrics, established management dashboards for CEO
- Established Key Account Management Plans across existing accounts
- Using KAM Plans, improvised the Upsell & Cross sell process
- Streamlined QBR & MBR meetings

● Jan-2010 to Dec-2016 | Organization: CSC | Location: Hyderabad, US(Virginia)

Designation: Global Sales Operations Leader

- Worked with global sales teams across geographies in multiple complex sales cycles with TCV ranging from \$5M to \$100M across geographies like Americas, Asia, Middle East and Australia
- Lead Presales Team for Americas region, Knowledge Management, Customer Reference teams
- Built High Performance Sales Operations team to Collate, maintain and Analyze monthly global metrics for Sales leadership team
- Headed offshore Sales Operations team and played key role in migration of CRM from SAP-Pulsepoint to Salesforce.com CRM globally

Experience Summary

● Mar-2008 to Dec-2009 | Organization: CSC | Location: Chennai, US(Detroit)
Designation: Portfolio Manager

- Setup Offshore Delivery Center for newly acquired logo
- Manage the P&L of newly setup ODC(\$20M)
- Successfully brought the entire portfolio into steady state within an year of ODC setup
- Headed 200 resources across the portfolio with the help of 10 project managers directly reporting
- Responsible for delivering various IT business initiatives across Portfolio

● Jan-2007 to Feb-2008 | Organization: Cognizant | Location: US(Minnesota), Chennai
Designation: Team Leader

- Responsible for heading a team of 5 onshore & 20 Offshore personals
- Meet with customers to determine their needs, gather and document requirements, communicate with customers throughout the project to manage customer expectations, resolve issues, and provide project status
- Develop project plans, track project execution, manage changes, develop and execute implementation plans
- SPOC for Customer Delivery, SLA Escalations & 24X7 Support
- Generating Team Metrics, reporting Project Status to Clients
- Achieved Excellent Customer Satisfaction rating thru out the FY under my leadership

● Jun-2006 to Dec-2006 | Organization: Syntel Inc | Location: US(Kentucky)
Designation: Senior Programmer Analyst

- Responsible for supporting critical Mainframe applications of Insurance client
- Creating Project Plans, assigning work to offshore team & reporting the project status to the client
- Providing technical assistance to offshore team on critical issues
- Developed new JCLs, PROCs & COBOL Programs as per enhancement cycle

● Apr-2003 to May-2006 | Organization: Patni | Location: Pune, US(Kentucky)
Designation: Software Engineer/Senior Software Engineer

- As a member of Production Support Team performing Job Monitoring, fixing Job Aborts, SARs, TDs
- As a member of Enhancement team, developed interfaces between the Sub-Systems
- Analyzing existing programs and coding the programs, modules as per the specification
- Got Best Team Award consecutively for the years 2005, 2006
- Completed PATNI-GE Six Sigma Green Belt Certification

● Jun-2002 to Mar-2003 | Organization: ECIL | Location: Hyderabad
Designation: Junior Engineer Apprentice

- Worked on creating new modules for the attendance system
- EVM Machine calibration
- Verifying PC motherboard and break fixing the motherboard and power supply circuits