

GOPI KRISHNA JAVVAJI (INDIAN INSTITUTE OF MANAGEMENT, KOZHIKODE)

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Languages Known: English, Telugu, Hindi



IT Product Sales Professional with 10 years of experience in Manufacturing, Automotive, Retail, and SaaS industries. Looking for Sales, Business Development, Product Management, Product Marketing roles at Global Scale

PROFESSIONAL SUMMARY

- Global Leader in IT/Emerging Technologies Sales & BD with exposure in geographies like US, EMEA, UK, APAC geographies
- Worked with IT product companies selling emerging tech. for, healthcare, automotive, Retail, Supply chain, and building materials in IoT, AI & ML, Fleet Management, Telematics solutions, Tracking solutions, Telemedicine, SCM, CRM, Cloud SaaS solutions.
- IoT, AI, ML, Cloud, IT Consulting, Fleet Management, Vehicle tracking system, VTS, SVTS, GAMANA | Digital Marketing | Domestic and International Market | Startup
- Business Development | End-to-End Sales | Lead Generation | Revenue Generation | Client Acquisition | Cold Calling | Key account Management | Project Management | Sales operations & Strategies | Product and Project Management | Team Handling | Key decision making | Lead Generations, Identifying & Manage business leads | SaaS sales | Product Sales | Management Software's | HRMS/FMS/HMS/LIMS | IOT Devices and Technology, IT, Healthcare, Govt, Automobile, Commercials, Retail | IoT, AI, ML, Cloud, IT Consulting | Digital Marketing | Global Market | Cloud ERP with Supply Chain Management, Customer Relationship Management, Finance, Master Data, HCM, Reports & Analytics | FinTech Solutions
- Diverse experience in B2B and B2C sales with strong leadership capabilities
- Hands-on experience in lead generation using various tools like LSN, Apollo, Lusha, Zoom info, Seamless.ai etc.,
- Strong Account management, Channel partnerships, and Market research abilities
- Experience working with Managing Directors, C-suite professionals, and Key influencers
- Expert in BI Tools like Tableau, and MS Suite tools for data visualization, MIS and to make presentations for sales & BD

PROFESSIONAL EXPERIENCE

Company (latest on top)	Designation	Duration	Location
MaaS ERP Solutions Pvt. Ltd. (Newforce Group)	Global Head-Sales & Strategy	MAY'2021-CURRENT	Hyderabad
Tally Solutions Pvt. Ltd.	Senior Key Account Manager	DEC'2020-MAY'2021	Hyderabad
FunderMax India Pvt. Ltd.	Senior Key Account Manager	OCT'2017-DEC'2020	Hyderabad
Unbound Learning Networkx	AVP-Sales & Operations	SEP'2016-OCT'2017	Hyderabad
OYO	City Demand Manager	OCT'2015-AUG'2016	Hyderabad
Ingersoll Rand	Product Marketing Manager	MAY'2012-OCT'2015	Chennai

MAAS ERP SOLUTIONS PVT. LTD.**MAY'2021-CURRENT****GLOBAL HEAD-SALES & PRODUCT STRATEGY**

- Responsible for **global sales** for the geographies US, Europe, India, and MENA regions
- Responsible for Product Strategy & Roadmap, Product Marketing, Business Cases, Customer Mapping & STP Analysis, Competition Benchmarking, Sales Collaterals, Solution Delivery, and Customer Success
- Acquired 9 new clients worth USD 3.75Mn in the form of set-up cost; exceeded the target by **100%** in FY 21-22
- Achieved yearly SaaS revenue of USD 1.5Mn from above accounts for FY2022; exceeded the target by **35%**
- Lead and track the performance of a team of four sales representatives with a cumulative target of USD 4Mn in client acquisitions and USD 3Mn in revenues
- Lead client success activities vis-à-vis planning, forecasting & bid-management, client-acquisition, scale-up, support, SOW renewals/retention, and advocacy
- Generate **emerging** technology opportunities in IoT, AI & ML, Fleet Management, Telematics market through professional networking, effective cold calling, and thought leadership
- Applied metrics of calls, emails, and proposals submitted to establish a pipeline percentage goal that resulted in a 30% increase in organizational pipeline, as well as identify training interventions for sales personnel

TALLY SOLUTIONS PVT. LTD**DEC'2020-CURRENT****SALES HEAD-INDIA**

- Responsible for **B2B sales** of India, MENA, and Asia Pacific regions for Tally ERP and complementary products
- **B2B Direct Sales** to grow Government and Large Corporate Accounts in the region through prospecting and networking
- Directly manage large 5-star partners and engage with Managing Directors to drive retail sales & coach them
- Part of product management team for the launch of TallyGo, a **SaaS** based product for remote access of Tally ERP
- **Customize Industry** specific solutions for construction, education, manufacturing, & retail and market the offerings

Accomplishments

- ✓ Achieved "**Growth Hacker**" award for achieving the highest growth of 18% in Q4, 2021 against Q4, 2020

FUNDERMAX INDIA PVT. LTD**OCT'2017- DEC'2020****SENIOR KEY ACCOUNT MANAGER**

- Responsible for **B2B Direct and Channel** sales of High-Pressure Laminates to architects, developers, and end users
- Directly manage **55** architects & **15** developer accounts and be responsible for achieving the project sales target
- Handled **10 Channel Partners** for retail sales and train their sales & service teams to meet company standards
- **Team manager** role with 4 BDM's reporting directly and coach them to achieve the territory sales targets
- Succeeded in meeting annual sales targets, increased the key accounts, and maintained high levels of customer service
- Expert in MS Excel, MS PowerPoint, & Power BI and headed the data analytics function as additional responsibility
- Ensure quality and timelines were met by channel partners and build customer satisfaction for referrals & repeat business

Accomplishments

- ✓ Achieved "**Sales Person of the Year**" award in 2018 for achieving 143% of the revenue target and creating iconic projects
- ✓ Received certificate of appreciation for achieving **106% of sales target** for the year 2019

UNBOUND LEARNING NETWORKX**SEP'2016-OCT'2017****ASSOCIATE VICE PRESIDENT, SALES & OPERATIONS**

- Spearheaded the **B2B E-tailing marketplace** business for online & classroom training to Corporates
- Pitch the one stop solution to HR and L&D **C-Suite professionals** for accessing the trained & professional trainers
- Managed 5 corporate sales managers for data mining, cold calling, presentation, negotiation, and on-boarding
- Increase the portfolio of courses and trainers required for a course through research and rigorous evaluations
- USP is to improve corporate employees' satisfaction by analyzing their needs and work on decreasing the attrition rates

Accomplishments

- ✓ Succeeded in adding a portfolio of **20 MNCs** and multiplied monthly GMV by 10 times in 6 months to 5 lakhs/month

OYO

OCT'2015-AUG'2016

CITY DEMAND MANAGER

- Responsible for B2B **Corporate Sales** for end-to-end sales process of cold calling, qualification, negotiation and closure
- Manage existing and acquire new customers from Corporates, Travel Agents, Online Partners and Third parties
- **P&L management** through Pricing & Contract negotiation for partnerships with corporates & major hospitals in Hyderabad
- Responsible for identifying new business opportunities through segments like hospitals and long stays to drive growth
- Plan and execute **BTL activities** for Telangana & AP for greater penetration into offline demand channels

Accomplishments

- ✓ Received **“Rock Star”** award for best performing micro market across the country for the quarter ending Jan-Mar'17

INGERSOLL RAND CLIMATE SOLUTIONS PVT. LTD.

MAY'2012-OCT'2015

PRODUCT MARKETING MANAGER

- Responsible for the launch of Thermo King Telematics solution for Cold Chain logistics and Corporates
- Prepared business case based on Customer VOC's, cross functional inputs from Engineering, Design, and Sales teams
- Researched competitive landscape, global technology trends, market sizing, pricing to prepare the product road map
- Solved compliance and operational issues of pharmaceutical companies with control over third party transportation services
- Deployed **MIS tool** “People Soft” and **analytics tool** “Oracle Business Intelligence (OBI)” to improve the data management
- Implement online customer satisfaction surveys for Products & Services and suggest measurable actions for improvement
- Work with database consultants for **lead generation** and qualification of upcoming projects to improve sales pipeline

Accomplishments

- ✓ Achieved **“Growth Leadership”** award for implementing MIS for India and improving sales planning & conversions by 12%

EDUCATION DETAILS:

Education	Class	Institute	Specialization	%Marks
PGDM	2010-12	Indian Institute of Management, Kozhikode	Marketing & Finance	2.61/4.33
B.Tech	2006-10	National Institute of Technology, Warangal	EEE	7.74/10
Class XI & XII	2004-06	Nalanda Junior College, Vijayawada	Maths, Physics, Chemistry	96.2%
Class X	2004	Century High School, Khammam	Maths, Science & Social	91.5%

CERTIFICATIONS

- **“Data Analytics Certification”** Course from Digital Vidya using Excel, SQL and Power BI
- **Product Management** certification from Udemy
- **Artificial Intelligence for Business Leaders** from LinkedIn Learning

AWARDS AND ACADEMIC ACHIEVEMENTS:

- **National Champions** award in a marketing event “Rural Roulette” at Backwaters, IIM Kozhikode, 2011
- Achieved 2nd place in **“Icon B-Plan”** contest in a national event at NIT Warangal in 2008
- **State Winner** in “GK Competition” and received **Championship Award** for all-round performance at school level