**Kalpesh Patel**

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**Professional Summary**

Proactive, goal driven and highly skilled Sales Professional with 16+ years’ experience. Specializes in IT Infrastructure sales, SAAS/ Cloud sales, Business Development and customer service. Consistently delivering optimal results with competent strategic planning and solution-oriented approach whilst driving business growth, profitability and strategic alliances. Proven history of successful execution in complex, multi-faceted, highly competitive environments. Looking forward to leverage my strong Sales, Leadership, Business Development and Prioritization skills to exceed organizational goals.

**Skills and Core Competencies**

IT Infrastructure sales. Client Relationship. Enterprise Sales & Operations. Partner Management. Business Analysis. Customer Service. Account Management. Commercial Awareness. Strategic Business Planning. Collaboration. Forecasting. Hiring & Coaching.

**Professional Experience**

**UnboundB2B**

**Sales Director Feb 2022 – Till Date**

* Grow executive relationships with enterprise customers. Influence long-term strategic direction and serve as a business partner for B2B Clients.
* Coordinate Enterprise sales activities with other work units or departments.
* Research competitors’ products/services.
* Develop goals and objectives, projects and priorities.
* Develop and conduct sales campaigns, as well as marketing and promotional plans.
* Manage human resource functions e.g., Hiring, Training, Performance reviews etc.

**Dell Technologies – 15+ Years**

**Enterprise Sales Manager Feb 2018 – Oct 2020**

* Designed and implemented strategic business plans to acquire new Enterprise customers (IT / SAAS / Cloud / IAAS / PAAS) leading to incremental revenue gains QoQ.
* Strengthened customer relationships through excellent stakeholder management and with Channel Partners.
* Undertook Hiring, Coaching, mentoring and performance management of team.
* Conduct sales enablement programs, quarterly business reviews and sales kick off's.
* Ensure consistent use of salesforce.com, CRM and work-related tools.
* Execute all phases of the pipeline, and push deals through the sales cycle towards closure.
* Identified market shifts while being fully aware of new products & competition.
* Liaised with Marketing & Product Development team to ensure brand consistency.

**Enterprise Renewal Manager - Apr 2015 – Jan 2018**

* Received Best Enterprise Sales Manager Award for delivering 120% of plan.
* Drove business goals by creating new processes and monitored execution through weekly reviews.
* Streamlined sales process by identifying bottlenecks and developed strategies to secure new clients.
* Forged strong relationship with channel partners, resulting in increased sales and market penetration.
* Facilitated with marketing team with regards to lead management and brand presence improvement.

**Consultant Bids Manager – Apr 2014 – Mar 2015**

* Spearheaded and resolved complex technical, strategic and business issues.
* Engaged in bid management to ensure it is aligned with the organization's requirements.
* Prepared and reviewed commercial aspects of the bid, ensuring all details are included in the proposal.

**SME Services (APOS) - Feb 2012 – Mar 2014**

* Generated services revenue for UK Medium Business accounts by selling annual maintenance contracts on enterprise products like Servers, Storage & Switches, EMC, EqualLogic & Client systems.
* Applied expertise in evaluating business operations and processes.
* Defined performance objectives and determined acceptable performance levels for the team.
* Coached and upskilled team members about process updates and new services offerings.

**Services Advisor – Commercial & Large Corporate - Mar 2009 – Jan 2012**

**Sales Advisor – Small Business Sales - Mar 2008 – Feb 2009**

**Sales Account Manager - Consumer Sales - Dec 2006 – Feb 2008**

**Sales Representative - Sep 2005 – Nov 2006**

**Accuserv Pvt. Ltd - Sales Representative (Mortgage) – Hyderabad - Oct 2004 – Sep 2005**

**Certifications**

* Senior Management Program - Kellogg School of Management, Northwestern University, USA –**2018**
* Microsoft Azure Fundamentals (AZ 900), Hyderabad, Telangana, India - **2020**
* Microsoft Azure Data Fundamentals (DP 900), Hyderabad, Telangana, India - **2020**

**Education**

* Master in Commerce from Osmania University, Hyderabad, Telangana, India - **2008**
* Bachelor in Commerce from Osmania University, Hyderabad, Telangana, India - **2004**

**Languages**

* English.
* Hindi.
* Telugu.
* Gujarati.