DONY JOSEPH

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Current Location: Bahrain (Relocating to India); Location Preference: Gurgaon, Mumbai, Hyderabad & Bengaluru

***A high-impact, self-motivated leader with close to 18 years*** *of rich experience in* ***Strategic Technology******Sales, Business Development and BU Operations***

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| PROFILE SUMMARY | * Plan, implement, manage, and oversee company's overall sales strategy. * Build & oversee Go to Market programs for the organization. * Plan, Budget & forecast to ensure both short term & long-term growth. * Work with both the partner & principal ecosystem to ensure growth & delivery. * Train & empower the client to ensure adaptation of the solutions sold & create opportunities of upsell & cross sell. * Create strong interpersonal skills with CXO’s for better recall. * Conceptualize, initiate, and execute Security access management solutions like CyberArk, Thycotic, Idaptive. * Execute multiple digital transformation and automation projects with applications like Ivanti, Infor, Matrix42, Microsoft Dynamics, Aura quantic, Enghouse. * Initiate and execute many security SIEM, security analytics & orchestration solutions like Splunk and Microfocus. * Pioneer various practices in IT security & operations management solutions like Imperva, Thales and SolarWinds. * Initiate paperless journey for many organizations by implementing Business Process Management tools. * Strong working knowledge of System Integrator contracts, compliance regulations and government buying contracts. * Sales leader with international experience, worked with clients in India, GCC & Europe. | | |
| SKILLS | Leadership, Revenue/Profit Maximization, Technology sales management, Strategic IT Sales Planning, Business Development, Consultative Sales, Budgeting / Forecasting, Articulating ROI, IT Operations Management, Practice Development, Partner Development, People/Stakeholder Management, Team Building. | | |
| KNOWLEGDE PURVIEW | | * Information Security, Access Management & Consultancy * Digital Transformation & Automation * Business Process Management * Customer Relationship Management (CRM) * International Sales | |
| EDUCATION | | **R.E.C (N.I.T)**  Surat  *B.E. in Production Engineering* | 2002 |

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| EXPERIENCE | **INTERTEC SYSTEMS**  Bahrain,  *Senior Sales Manager (Sales & Operations Head)* | 04/2012 – present |
|  | * Providing solutions on Technology, IT Infrastructure, Services, Security, and Automation to clients. * Planning, Budgeting, forecasting to ensure quarterly & annual growth * Ensuring country targets and profitability targets are achieved. * Administering all aspects of sales, revenue attainment and management of new strategies as per the market updates * Evaluating, identifying, and securing large product deals by pitching in the right solution and providing value adds * Managing sales pipeline, identifying new business opportunities, developing positive working relationships with partners to build business * Ensuring key account management & strategic account management involving customers across diverse verticals including BFSI and Commercial Accounts. * Cross selling & up selling with existing clientele. * Creating the sales funnel from collecting leads to closing services solutions for the Technology Services portfolio * Consultative selling & articulating Return on Investment for each proposals & projects * Building & maintaining relationships with clients, associating with them by understanding their business requirement * Providing Automation, Digital Transformation, and Cyber Security Solution, working with clients on a value-based proposition * On-boarding new alliances while strengthening & retaining existing business partners/clients to drive profit/revenue of products nationally through their customer base * Ensuring customer satisfaction & improving customer delight to make them a sponsor of the organization * Developing and maintaining C-suite and executive level relationships with major customers and industry leaders. * Collaborate with industry partners, channel partners, technology partners, integrator partners, and any intermediaries to effectively execute desired business strategies.   **Accomplishments:**   * Consistent quota achievement & lauded for growth navigation by 20% YOY * Overachieved profitability targets during the period. * Conceptualized & initiated Access Management Security Practice, executed multiple projects & became the preferred vendor in Bahrain * Branching out successfully to KSA, ensuring a stronger growth for the organization * Won and executed successfully a large 5-year security maturity consultancy project in a global bank for the middle east region * Won & implemented one of the largest automation projects in a ministry in Bahrain * Ensuring the digital adaption of multiple banks by implementing a Business Process Management (BPM) platform & enhancing the skillsets of the users to reach maturity * Recognized for introducing the concept of a NOC & SOC based support system & helped multiple organizations to mature from a traditional support methodology to a proactive support system * Pioneered various practices in Cyber Security, Automation, Managed Services with country-specific customization * Ensured end-to-end digital adaptation across multiple BFSI & telecom organizations in Bahrain * Hired, trained & developed a team to ensure sustainable growth |  |
|  | **ADITYA BIRLA MINACS**  Western India,  *Senior Sales Manager* | 05/2011 – 03/2012 |
|  | * Contribute to the software goals, revenues sales progression and quota achievement across Western India * Penetrate & create a market for trade free products in BFSI Industry   **Accomplishments:**   * Acquired the first Trade free cloud (Saas) project for the organization |  |
|  | **WIPRO INFOTECH**  India  *Sales Manager (National)* | 08/2009 – 05/2011 |
|  | * Drive software services sales across India, through the regional teams & achieve targets * Elevate sales of existing software domains & initiate new alliances for enhanced sales. * Initiate security services practices including the likes of vulnerability assessment & penetration testing * Identify the best possible solution for the clients by utilizing the existent infrastructure for better returns * Deliver presentations / demonstrations highlighting the benefits, key features, and functions of the solutions   **Accomplishments:**   * Won & executed a critical cross-platform database migration case * Drove many RTGS migration plans across India, thereby increasing the mindshare across many banks for Wipro * Elevated sales of Oracle Services Domain, initiated services business from new avenues like IBM & Sybase (SAP) |  |
|  | **SONATA INFORMATION TECHNOLOGY**  Mumbai & Ahmedabad, India  *Senior Executive Marketing (Across all verticals)* | 06/2006 – 08/2009 |
|  | **Accomplishments:**   * Achieved more than 150% of the target during FY 08-09 &07-08, 110% in FY 06-07 * Received the sales excellence award for FY08 from Microsoft * Emerged as the Best Performer in the Western region during FY 07-08 * Part of the western region team which achieved the highest revenue in Microsoft among peers |  |
|  | **TECH PACIFIC LTD**  Pune, India  *Sales Executive* | 06/2003 – 07/2005 |
|  | **Accomplishments**   * Spearheaded the sales of all consumable products of different vendors (HP, Canon, TVSE, Lexmark, and Moser Baer) * Conferred with the Best Performer Award of Pune Branch in OND’ 2003 for overachieving my targets considerably |  |

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| PERSONAL DETAILS | **DATE OF BIRTH** | 3rd February 1980 |
|  | **LANGUAGES KNOWN** | English, Hindi, & Malayalam |
|  | **NATIONALITY** | Indian |
|  | **PASSPORT NO.** | Z4349657 Valid Till: 06/03/2028 |
|  | **VISA** | Work-Residence Permit |
|  | **DRIVING LICENSE** | Valid Bahrain and India |