Mr. Umesh Panchal

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Profile Summary

A super versatile professional with 24+ years of comprehensive experiences in developing exceptional relationships with clients, peers and senior leadership for contributing business value to provide sustainable business solutions; Develop and implement short and long-term strategic sales & business plans for both established companies and start-ups with control of key alliances, marketing, branding and sales performance; Superb project leadership abilities and personnel management skills with strong expertise in the government and corporate sector; Proven problem solving and analytical thinking skills with a fast-learning curve, and ability to adapt to evolving industry trends; *A dedicated professional with the drive and skill-set to excel in a fast-paced leadership role enhancing a company’s ability to capture profitable markets.*

CORE COMPETENCIES

Business Planning | Strategic Planning | Digital Marketing | Sales & Marketing Management | Customer Acquisition | Enterprise Sales | Client Relationship | Operation Management | Marketing Strategies | Market Research | Analytical Skills | Problem Solving | Decision Making | Account Management | Solution Selling | Team Leadership | Service Delivery | B2B / B2G / B2C | Contract Negotiation | Client Education | Client Support and Training | Project Management | IT / ITES Solutions | Integrated Solutions | Smart Biometric | Physical Security | Disruptive Technology | Digital Security | Blockchain | AI | IoT | Cloud Technology | Big Data | Computer Vision | SaaS

EXPERIENCES AND ACHIEVEMENTS

**NUVEDA LEARNING PVT LTD,** Bengaluru**,** IndiaSep 2021 – TILL DATE

**Sales Leader**

* Heading revenue growth by developing & executing sales & marketing plans
* Heading Marketing
* Heading Business Transformation

**GENESIS IT INNOVATIONS LTD,** Bengaluru**,** IndiaJul 2019 – Sep 2021 (2 yr 3 mos)

**Vice President – Business Development**

* Heading revenue growth by developing & executing sales & marketing plans
* Heading strategic business partnerships and driving new revenue sources for the organization
* Heading diversification into Smart Security Solutions, AI, IoT, IP Surveillance Solutions
* Heading Marketing
* Heading Business Transformation

**WISHTEL PVT LTD,** Mumbai**,** India Jul 2018 – Jun 2019 (1 yr)

**Executive Vice President – Business Development**

* Develop internal & external relationships crucial to driving exceptional B2B / B2G results with key SI
* Provide tactical direction to develop company’s branding strategy and product-service line
* Impart skill to senior-level for presentation, negotiations, branding and relationship building
* Coach reps/managers with ongoing reviews and performance plans; revamped sales presentations
* Strategic decision maker for entire market – products, technology, partner, branding
* Working alongside government officials, SI and senior team for B2B lead generation life cycle

**BIOMATIQUES IDENTIFICATION SOLUTIONS PVT LTD,** Hyderabad/Surat,India Apr 2014 – Jul 2018 (4 yrs 4 mos)

**Vice President – Business Development / Operations**

* Achieved INR 16 Cr business in 2016, single largest iris reader order in government sector
* Developed & maintained SI partner to ensure participation in government tender
* Proactive involvement and alliance with creative agency & PR firm for branding journey
* Provided input to product development team to enhance and expand product offerings based on evolving market conditions and customer feedbacks
* Pursued strategic opportunities for OEM Products by cultivating partnership with SI
* Explored national & international markets for iris biometric identification products and solutions

**EAGLE HUNTER SOLUTIONS LTD,** Gurgaon**,** India Aug 2013 – Apr 2014 (9 mos)

**Vice President - Operations / Sales**

* Maintained customer satisfaction levels of more than 90%, while attaining 100% service contract renewal
* Directed & Supervised day-to-day operations
* Support sales for growth and add to the bottom line focusing on strategic planning and goal-setting
* Keeping the operation team on track to achieve goal & vision of the company by measuring progress and adjusting processes accordingly
* Developing guidelines for personnel evaluations, staff advancement and recruitment and training procedures and incentive plans by maintaining / developing internal control systems to ensure accountability

**NEWLOOK RETAILS PVT LTD**, Mumbai,India May 2012 – Jun 2013(1 yr 2 mos)

**Country Head – Admin / Security / Facility Management**

**G4S SECURE SOLUTIONS (INDIA) PVT LTD,** Gujarat, India Mar 2009 **–** May **2012**(3 yrs 3 mos)

**Branch Manager – Sales Operation**

**TASK FZC (LLC),** DUBAI**,** UAE Jun 2007 – Dec 2008(1 yr 7 mos)

**Technical Sales Manager**

**TOPS SECURITY LTD,** Gujarat, D&NH Apr 2003 – May 2007(4 yrs 2 mos)

**Manager - Prime Business**

**KALYAN TECHNOLOGIES,** Gujarat Dec 1996 – Mar 2003 (6 yrs 4 mos)

**Senior Manager Business Operations**

**NIIT LTD.** –Surat,India Sep 1993 – Dec 1996 (3 yrs 4 mos)

**Centre Manager**

**APTECH** – Surat, India Aug 1992 – Aug 1996 (1 yr 1 mo)

**Lab** **Incharge**

## Educations

* Diploma in Six Sigma, Alison, 2018
* Diploma in Marketing Management, Alison, 2018
* Digital Marketing, MSME Technology Development Centre, 2015
* Diploma in Industrial Safety, NILEM, 2011
* Hons. Diploma in Information & System Management, Computer Science, APTECH, 1993
* Bachelor of Commerce (Economic System, Export Management, Marketing), University of Mumbai, 1991

## Certifications

* SDVoE Design Partner Certified, SDVoE Alliance, 2020
* Advanced Google Analytics, Google Analytics Academy, 2020
* AWS Organisation, AWS, 2019
* Data Science for Business, IBM, 2019
* Data Science Foundations, IBM, 2019
* Deep Learning Level 1 & 2, IBM, 2019
* Machine Learning with R, IBM, 2019
* Machine Learning with Sound, IBM, 2019
* Reactive Architecture Advance, IBM, 2019
* Build your own chatbot, IBM, 2019
* Building Scalable Systems, IBM, 2019
* Data Privacy Fundamentals, IBM, 2019
* Content Marketing Certified, HubSpot Academy, 2019
* Inbound Marketing Certified, HubSpot Academy, 2019
* Inbound Sales Certified, HubSpot Academy, 2019
* Certified Corda Expert, Blockchain Council, 2019
* Hadoop Administration Level 1 & 2, IBM, 2019
* Accelerating Deep Learning with GPU, IBM, 2019
* Big Data Foundation 1-2, IBM, 2019
* Build an IoT Blockchain Network for a Supply Chain, IBM, 2019
* Blockchain Essentials, IBM, 2019
* IBM Cloud Essentials, IBM, 2019
* Maritime Security (PFSO), Indian Maritime University, 2010
* Corbin Russwin Factory Training (Door Hardware Solutions), ASSA ABLOY, UAE, 2008
* Video Conferencing Systems, Godrej Prima Division, 2003
* Microsoft Channel Briefing day, Microsoft, 2001
* D-Link Certified Cabling Integrator, D-Link, 2000

## Personal Details

Birthday: 18th January, 1970 | Family: Blissfully Married (1-Wife, 1-Daughter) | Passport#: S3795662

**Declaration:**

I, Mr. Umesh Panchal, hereby declare that the information contained herein is true and correct to the best of my knowledge and belief.

Umesh