**AMIT JOHN**

Mobile No: +91 07757054142, jamit124@gmail.com

**15+ years of experience in** IT Sales/ Business Development (acquisition of New Logos for IT Managed Services – Remote Vs Onsite Infra) and handling Enterprise customer across IT Infrastructure services

MS Offering Includes *– Apps database Network* *Monitoring, remote Support, Security & Compliance, Assets /System Monitoring, Disaster recovery, Cloud Service, Co-Managed or fully managed services.*

**Relationship Management**

Build and manage relationships with key stake holders within the client’s organization and across all levels.

Builds a lead generation team that exceeds goals for generating leads.

Direct responsibility of generating reciprocal business with Solution partners in APAC and ANZ region.

Develop and communicate the partner strategy in alignment with the overall goals of the Business Unit. Work closely with the Sales & Delivery teams to implement the same

**Growth Management/Team Management & Mentoring**

* Identify and convert strategic & major opportunities for growth including project level participation.
* Enhance the penetration of current and new service offerings.
* Monitors the activity of employees and provides motivation for meeting sales goals.

**Forecast & Revenue Management**

* Proactively Drive the forecasting process and track forecast vs actuals & drive stretched performance or recovery actions as necessary.
* Own the responsibility for achieving regional revenue targets.
* Oversee, track and manage the invoicing process along with Finance.

**Education**

* 1998-01 - Master in Computer Management from Pune University
* 1998-99 - Post Graduate Diploma in Computer Application from M.C.R.P.V
* 1995-98 - Bachelor Degree in Science from Pt. Ravi ShankarShukla University

**Most Proud of**…

* Received “**Star of the Year Award** in 2018” in recognition for achieving 75% of annual target.
* Climbed – the career ladder at **Tech Mahindra, achieved 3 successive year "Bravo Award & Pat On the Back Award**" for outstanding work and consistent performance for exceeding quotas
* Physical & Mental Health - are my priority, always working out, eating good food and taking care of my well-being and the well-being of my family

**EXPERIENCE**

**Sr Manager – Sales & Business Development**

**ACL Digital India Pvt Ltd**

May 2021 - Till Date Hyderabad

**Key Responsibilities**

* Looking after Digital Business and Managed Service opportunity in CPG/Retail, Manufacturing & Automotive, Hi-Tech, Financial Services, Healthcare & Lifesciences, Pharma, Energy and Utilities, and Media & Entertainment..
* Responsible to generate business and through the lifecycle of sales (from Generation to Closure)
* Reaching out to prospects through cold emails / LinkedIn messages / calls to generate awareness / interest about ACL Digital and services
* Go-To-Market Strategy (GTM) | Key Account Management | New Customers Acquisition.
* Digital Solutions - AI/ML, Salesforce, Cloud (AWS, Azure, GCP, Oracle, SAP).. ERP (SAP, Oracle, PeopleSoft).

**Sr Manager – Client Partner (Salesforce)**

**Yash Technologies Ltd**

August 2020 – March 2021 Pune

**Key Responsibilities**

* Delivering digital consulting services, including team leadership and active involvement in selling IMS services ( Unified IT Experience desk, Core & Cloud Infra, Intelligent business monitoring, DevOps, Digital workplace )and AIOps to assigned Indian Captive accounts
* Developing a complete understanding of key account needs across YASH 6 Tower IMS LoB
* Negotiating contracts with the client and establishing a timeline of performance
* Establishing and overseeing internal budgets with the company and external budgets with the client

**Sr Manager – Account Development (Salesforce/Mulesoft)**

**WHISHWORKS , a NIIT Technologies Ltd**

March 2020 – August 2020 Hyderabad

**Key Responsibilities**

* Own and drive the strategies for developing business and achieving the company’s sales goals across (***Global Indian Captive, APAC, Middle east / ANZ region***)
* Prepare forecasts and KPI reporting for the sales leaders, CRO, and upper management, for use in organizational planning, financial forecasting, budget setting, and strategic planning
* Engage new potential leads for onboarding, activation, and expansion
* Work collaboratively across teams - including Delivery, CoE, and Marketing
* Provide full visibility into the sales pipeline at every stage of development

**Pre-sales & Team Management**

* Own and contribute to proposals, SOW’s and RFP’s
* Efficiently work with the teams to ensure closure
* Take appropriate account-related decisions

**Customer Engagement, Account Management & Partner Management**

* Serve as the lead point of contact for all customer account management matters
* Manage customer escalations, bring delivery and customer teams onto the same page, ensure all customer concerns are addressed and track them to closure
* Nurture the relationship with existing customers - build customer confidence
* Build a deep partnership with MuleSoft / Salesforce partners
* Account farming and mining – Key Strategic Account

**Manager Sales & Business Development (Azure/SAP HANA4)**

**Tech Mahindra**

March 2015 – March 2019 Pune / Bangalore

* Overall responsible for End to end Lead/Account management***, jGTM /Campaign management***, Client Relationship, Business Development operation for all verticals, right from cold Calling(hunting new logos) to account management (farming), Hunting for new Global Captive Client and Alliance partnership.
* End to end hunting responsibilities, by identifying, seeding, growing & converting the new opportunities under identified domain/sub-segment of captive / Enterprise business.
* Add the number of accounts & grow the top line by leveraging existing TechM relationship of assigned vertical team.
* Work with Pre-Sales, solutioning & business support team for creating & executing the winning proposals.
* Assess & Build effective customer reference & Industry partner relationship ensuring strong business development ecosystem under government, enterprises & corporate vertical.
* Identifying key solution offerings to take to market and GTM for the same
* Understand the key decision makers in the customer organization  executive sponsor, technical buyers, economic buyers and influencers to create a stakeholder mapping and communication plan

**Avani Tech Solutions Pvt. Ltd Duration:** May 2013 – March 2015

**Designation**: Sr. Business Development Manager

**Location:**Hyderabad

* Qualified and contacted prospects through a combination social media, networking events and cold calling
* Manage, mentor, and lead sales team members
* Develop monthly, quarterly, and annual sales plans
* Pursue new sales opportunities, gather inbound leads, and follow-up calls/meetings
* Increased team qualified leads from 1 opportunity per quarter to 2-3 opportunities per quarter
* Analyze sales pipelines and trends with senior management in order to forecast quarterly sales goals and quotas
* Compiled and executed client driven RFP/RFI's with focus on developing value and benefit driven content
* Carry out company, executive, and industry specific research insights and prepare the account leadership for their clients meetings

**DW Practice India Pvt. Ltd Duration:** July 2011 – December 2012

**Designation**: Business Development Manager

**Location:** Hyderabad

* Responsible for Client acquisition which involves mapping the market, pitching, contract negotiations and sign up
* Prepare business presentations, proposals and showcase company capabilities to prospective clients and their leadership teams
* Recruit, train, coach and mentor new sales associates and mid-level sales managers
* Implement strategic goals for marketing campaigns with billings in the range of $1M to $3M; serve as project manager, leading a team of 10 inside sales associates
* Revised consultative selling and cold calling strategies utilizing tactical targeting, increasing conversion of calls to meetings to an average of 6%

**Sunera Technologies, Inc. Duration:** March 2010 – July 2011

**Designation**: Sr. Business Development Executive / Team Lead

**Location:**Hyderabad

* Achieved the highest and most consistent call volume rate at the office with average of 50+ successful cold calls weekly
* Responsible for being the face of the company to the customer and supporting the revenue growth of the business
* Coaching team of Lead Development Reps to ensure they are creating a strong pipeline of opportunities and leads in their assigned territory
* Developing relationships with sales leaders to drive leads to opportunities and shepherd those opportunities to closure
* Partnering with the global marketing team to effectively capitalize on events and marketing campaigns, developing and executing comprehensive campaign plans
* Working in close alignment with Sales Managers, Account Managers, the partner organization and related services teams to launch campaigns for your team, identify key targets and build out the contact database
* Ranked in Top 10 every month out of 10 representatives in appointment booking

**HCL Technologies India Pvt. Ltd Duration** October 2008 – March 2010

**Designation**: Sr. Business Development Executive

**Location:** Chennai

* Identify sales opportunities with ERP installed based customers and new accounts by telephone
* Converted 20-30% of work day cold and warm calling prospective clients to prospect new business
* Organize and execute daily/weekly/monthly plans for adding new opportunities and having 3x amount of quota in pipeline
* Met and exceeded my target goal and challenge goal every month thereafter

**Cognizant Technology Solutions India Pvt. Ltd Duration:** December 2007 – September 2008

Designation: Executive – Sales Support

**Location:** Chennai

* Track record of over-achieving sales quota
* Qualify all sales leads, routing the opportunities to the appropriate account executive for further development and closure
* Performed the tasks of gathering and recording customer information, making 100-150 prospecting phone calls to acquirer new leads a day
* Recognize sales support associate of the Year in 2008

**Emerging Finacare Investment Pvt. Ltd Duration:** February 2002 – December 2007

Designation: Business Development Executive

Location: Bhilai Steel City

* Manage all phases of the sales cycle—from prospecting to close and follow-up support. Represent a full line of insurance and financial products, serving as a trusted advisor to businesses and individuals
* Drove a 15% revenue increase in FY2003-04, outperforming “high-reach” sales targets every quarter
* Increased referral business by 27% in 2003-07. Initiated an aggressive campaign of cold-calling, offering referral incentives and participating in networking events