DEEPAK SINGH MANOLA

Immediate Joiner | Sales Leader | Enterprise IT Solutions | Cloud, AI & GenAI | Strategic Hunting & Account Expansion

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PROFILE SUMMARY

I spent over a **decade leading IT Sales and Business Development** for global technology leaders like **HCLTech, Trianz, Fractal and Brillio**. This foundation enables me to bridge technical excellence with business strategy, delivering value-driven outcomes in Agile, high-impact environment. I have specialized in **Data, AI, Cloud solutions, Digital Transformation, IoT, OTT, AR/VR, and more,** I have successfully driven growth and enhanced customer satisfaction across **Telecom, Media, Healthcare, and Manufacturing industries.** My focus is on delivering innovative IT solutions that align with business objectives and foster long-term client relationships. Achieved highest RFX generation at **HCLTech twice (2015–17) by closing strategic deals including a $500M captive center for a global publishing giant. Consistently exceeded targets by securing multi-million-dollar contracts—$5M in the TMT industry and $3M for GenAI product sales at Fractal**. Spearheaded incremental revenue in **Cloud & AI services at Trianz within 6 months by bringing in new logos**. Proven track record in **hunting, C-level relationship building, and closing large, complex deals across global markets.**

SKILLS

Lead Generation · Prospecting · Market Research · Sales Pipeline Management · Salesforce · HubSpot · Zoho CRM · Deal Structuring · Negotiation · Target Achievement · AWS · Azure · GCP · Cloud Migration · SaaS · IaaS · PaaS · Data Platforms · Power BI · Tableau · AI/ML Solutions · Generative AI · Digital Transformation · Stakeholder Management · Build Relationships · Solution Selling · Translate Client Problems · Aligning Technical Capabilities · Consultative Approach · Trusted Advisor · Market Intelligence · Research · Industry Trends · Competitor Positioning · Client Challenges · Go-to-Market Planning · Territory Sales · Vertical Sales · Service-Line Sales · Proposal & RFP Handling · Pre-sales Collaboration · Solution Teams · Draft Proposals · Communication · Presentation · Verbal Skills · Written Skills · Collaboration · Adaptability · LinkedIn Sales Navigator · Demand Generation · Revenue Growth

EXPERIENCE

Professional Break
Ludhiana, India

Professional Break
11/2023 - 03/2025

- After over a decade in high-intensity sales roles, I took a strategic professional break to refresh, recharge, and learn.During this time, I completed advanced certifications, including a Post Graduate Program in Data Science and Business Analytics, and focused on hands-on projects involving AI, machine learning, and cloud-native architectures. This period allowed me to enhance my technical expertise, align with emerging market trends, and bring deeper value to future roles in technology-driven sales and business development.

Fractal Analytics
Gurugram, India

Manager Growth - Data | AI/ML | Gen AI
06/2023 - 11/2023

Fractal Analytics

- Develop and execute go-to-market strategies for AI/ML and Gen AI-based solutions.
- Drive revenue growth by identifying opportunities, nurturing relationships, and co-creating data-driven transformation initiatives with clients.
- Collaborate with AI scientists, data engineers, solution architects, and delivery teams to shape compelling client propositions.
- Lead proposal development, solution storytelling, and business case articulation for AI, ML, and Gen AI programs.
- Leverage Fractal's IP, platforms (like Eugenie, Qure.ai, Crux Intelligence), and accelerators to craft scalable solutions.
- Work cross-functionally with domain experts, marketing, and pre-sales to build effective pipelines and campaigns.

Trianz
Bengaluru, India

Senior Sales Manager - Data Analytics & Cloud Services
11/2022 - 04/2023

Trianz

- Drive new business development across Data & AI, Analytics, Cloud Transformation, and Managed Services.
- Develop and execute account strategies to penetrate and grow revenue in targeted enterprise accounts.
- Own and deliver against revenue and margin targets from assigned territories or verticals.
- Collaborate with pre-sales, delivery, marketing, and alliance teams to craft tailored proposals and close deals.
- Prepare and deliver client presentations, proposals, and ROI-based business cases.

HCL Tech
Noida, India

Business Development Manager - (Telecom, Gaming and Entertainment)
01/2022 - 07/2022

HCL Technologies

- Opened new logos, including **Disney, NBCU, Aristocrat, and IGT**, by building and maintaining strong client relationships and delivering tailored solutions.
- Developed sales strategies aligned with business goals, focusing on new markets, pricing, and marketing campaigns for products and services.
- Achieved an average ticket size of **USD 10Mn–25Mn** with CXO and VP-level lead generation through emails, LinkedIn, ABM, and events.

EXPERIENCE

Brillio
Senior Sales Consultant - Data & AI (Telecom and Media)

Bengaluru, India
04/2021 - 01/2022

Brillio
- Develop and execute strategic sales plans to promote solutions in **Customer Experience Transformation, Digital Transformation Consulting, Data & AI, Cloud & Security** across Telecom and Media industries.
- Manage and transform **OSS/BSS systems, accelerate 5G rollouts, and optimize networks with Intelligent Networking and robust Configuration Management.**
- Enhance customer engagement through **Hyper Personalization, Marketing Automation, and data-driven insights across the Media Value Chain**.
- Drive **Digital Commerce innovation**, merging customer-centricity with operational efficiency for sustained growth.

HCL Tech
Associate Manager - Telecom, Media and Technology

Noida, India
07/2014 - 06/2019

HCL Technologies
- Develop expertise in the **Telecom, Media, and Entertainment.**
- Identify and pursue business opportunities, delivering impactful proposals and presentations to showcase the company's capabilities.
- Successfully opened and managed key accounts such as **Verizon, Sprint (now T-Mobile), AT&T, US Cellular, and more.**
- Collaborate with marketing, product development, and customer support teams for seamless client onboarding and satisfaction.
- Experience in **Digital Transformation, Data Science, Business Analytics, Cloud Migration, and AI/ML within Telecom and Media. Skilled in disruptive technologies, including IoT, Mobility, Data Analysis, and Augmented/Virtual/Mixed Reality**.

Yes Bank Ltd
Customer Relationship Partner

Delhi, India
09/2011 - 06/2013

Yes Bank Ltd

Kotak Mahindra Bank
Deputy Manager

Delhi, India
05/2008 - 10/2010

Kotak Mahindra Bank

CERTIFICATION

Fundaments of AWS — Analytics Vidhya

Fundamentals of Microsoft Azure — Analytics Vidhya

Certified AI/ML Blackbelt Program — Analytics Vidhya

Generative AI Pinnacle Program — Analytics Vidhya

Education

The University of Texas at Austin- Red McCombs School of Business
PGP-Data Science & Business Analytics

India
03/2023 - 03/2024

Indus Business Academy
PGP (Marketing & Finance)

Bengaluru, India
07/2006 - 04/2008

Lucknow University
Bachelor Of Arts

Lucknow, India
07/2002 - 06/2005

Industry Expertise

Retail & CPG	Telecom, Media and Entertainment	Manufacturing
Life Sciences and Healthcare	Automotive & Energy	E-commerce

GEOGRAPHIES

North America ‖‖‖‖‖	Europe and UK ‖‖‖‖‖	Middle East ‖‖‖‖