RAHUL JAIN

rjjainrahul97@gmail.com | +91 9840330437 | www.linkedin.com/in/rjjainrahul97 | Bengaluru, India | DOB: 22.11.92

Strategy consultant delivering excellence across sales & tech strategy, pricing strategy, operating model design, account, product, & category management in Computing systems, Consumer tech, Cloud, SaaS, high tech, & Industrials

WORK EXPERIENCE

Monitor Deloitte	Bengaluru
Senior Strategy Consultant	Feb 2025- Present

Defining GTM and sales strategy for established players across markets

- **Optimized product roadmap for a Hi-Tech OEM and designing GTM strategy** to enhance partner collaboration, improve rebates and sales incentives RoI, impacting **$70B+ annual revenue**
- Leading a team to develop Digital Commerce Point of View and GTM strategies, **supporting $1B in digital commerce growth**
- Supporting GenAI initiatives to improve consulting productivity; launched in-house GenAI tool to provide ChatGPT equivalent performance built on Deloitte SLM

Tools Used- Google Cloud Platforms, Microsoft Azure, Salesforce, Mural, PowerBI, Miro, MS Office Suite, MS SharePoint

Accenture Strategy	Bengaluru
Management Consultant	Oct 2021- Jan 2025

Advising clients on sales strategy, process transformation, & tech stack advisory; advising leadership on capability enhancement & client value creation via research based GTM strategy, business proposals & asset creation across sales & digital commerce
Key Industries: High Tech, CPG, Electricals & Automation, Retail, Energy; Key Geographies: Australia, UAE, USA, Canada, India

- Designed target GBS organization & processes for a CPG leader, **impacting 40 BUs and 12,000 employees across 35 countries**
- Conducted sales force optimization for a **pre-merger assessment**, impacting **CAD 20B annual turnover** for telecom client
- Defining **consulting services GTM for a $8.4B Cloud provider**, collaborating with cross-functional teams to define GTM for new offerings, identify KPIs & develop data capturing mechanisms. Resulted in reducing GTM TAT to 2 months from 6 months and a 9x increase in dashboard adoption across 8 countries
- Conducted end-to-end assessments & provided actionable insights for a Chinese Electronics Brand, **improving CX & acquisitions**
- Led **sales quote transformation for a $1.2B turnover ANZ paints client** to reduce TAT to 6 hours from 4 Business Days
- Developed pricing & payment processes for a fuel retailer, impacting $4.3B in revenue by standardizing billing, pricing, & loyalty experience across 480 stores
- Led Sales GTM hybridization for electrical OEM, unlocking 33% additional coverage and impacting $700M in revenue

Tools Used- Google Cloud Platforms, Microsoft Azure, Salesforce, Mural, PowerBI, Miro, MS Office Suite, MS SharePoint

HP Inc (Hewlett Packard)	Mumbai
Strategic Account Manager	Jun 2017- Sep 2021

- Advised CIOs & business heads on optimizing user productivity & CX, reducing documentation TAT by 40% and KYC TAT by 30%
- Designed quota distribution & optimized compensation parameters for account managers, increasing value product sales time and deal funnel by 30%
- Consistently achieved over 100% of individual targets for four consecutive years, driving $8M in annual contractual engagements
- Implemented cross-selling strategies to increase share-of-wallet, CSAT scores, and achieve a 7% ASP increment

Tools Used- MS Dynamics CRM, Salesforce, SAP, PowerBI, MS Excel, MS PowerPoint, MS Teams, SharePoint

ACHIEVEMENTS

- Accenture: 3 x CS&S Practice Award - Above & Beyond	2022, 2023, 2024
- Accenture: Client Value Award- for CPQ expertise, continuous client engagement, and deliverable formulation	2021
- HP Recognition: Doing what matters- Continuous customer engagement and expectation management in COVID-19 Apr	2021
- HP Recognition: Making it happen- Biggest cross-sell and up-sell for displays and accessories	2019
- HP Winner: HP Top Gun for Enterprise team- For exceptional performance and acquisition, selected out of 50 EAM	2019
- Best-Selling Case Study: Moshi Looks to Popularize Fusion Fare in Dubai – Ivey publishing	2017

SKILLS

- **Sales Strategy Advisory**	- **Cloud GTM Strategy**	- **SQL**	- **Pricing Strategy**
- **Business Intelligence**	- **Data Insight Generation**	- **CRM Management**	- **Process Transformation**

EDUCATION

- PGDM- Marketing – IMT (Institute of Management Technology), Ghaziabad
- B. Tech- SRM University, Chennai