**Rajiv Chetal** 949-899-3563 ▪ roger@chetal.co ▪ Shoreham, NY

Top-performing Senior Enterprise Sales Consultant with an outstanding 20-year track record of exceeding financial goals in complex and competitive sales environments. Enterprise Software-as-a-Service, Cloud/SaaS, PaaS, IaaS, Professional and Managed services, Unified Communications, Cloud applications, Digital Business Integration, EDI & ERP Integration‎, Data Management and Analytics, Unify and Manage Enterprise Content (ECM), Data and Content Marketing, Email Marketing (ESP), Customer Experience Management (CEM), Omni-Channel Messaging with real-time Marketing Analytics, Digital Customer Experience, CRM and Marketing Technology. Collaborative and Resourceful Sales and Marketing expert with tenacity and exceptional work ethic to overcome all challenges. Extremely skilled in developing long term relationships and aligning with key stakeholders company-wide at each stage of the sales lifecycle.

**HIGHLIGHTS OF EXPERTISE HIGHLIGHTS OF EX**

|  |  |  |
| --- | --- | --- |
|  |  |  |
| * Salesforce, HubSpot * Strategic Enterprise Sales Execution * Account Management * New Business Development * Sales & Account Management * Unified Communications * Start Ups * Pipeline Growth * Technical Sales Experience * Inbound & Outbound Sales Facilitation | * Subscription Sales * Achieving President’s Club * B2B Solution Selling & Marketing * Sales Operations & Process * Email, SMS, Web, Mobile * Contract Management * CRM * Business Strategy * Customer Acquisition & Retention * Zendesk, ServiceNow,Genesys * Marketo, Eloqua, Openbox | * Lead Generation * PaaS, UCaaS, CCaaS CXaaS, IaaS * Contracts Law & Conversion Plans * Digital Marketing * Negotiating Contracts * Telecommunications * Enterprise Software * Software as a Service (SaaS) * Business Leader * Mobile Applications |

**PROFESSIONAL EXPERIENCE HIGHLIGHTS OF EX**

**i-CommConnect,** New York, NY (<https://www.icommconnect.com>) August 2019 – Present

**ENTERPRISE ACCOUNT EXECUTIVE (REMOTE)**

i-CommConnect is a disruptive provider of cloud based software that bridges the gap between Digital Customer Experience and Human Interaction. We also deliver engaging, accurate and real-time interpretation of 78+ languages and dialects either via remote professional interpretation or using plug-and-play translation and interpretation solutions to support Webinars, Conferences, Training Seminars and Live Events in all communication channels. Financial Services, Telecom, Legal, Publishing, Health Care, Master Agents, Channel Partners, Manufacturing, Insurance, Automotive, Hospitality, Travel and Pharmaceuticals.

* Closed deal within 2 months where average sales cycle takes between 6 to 12 months to close.
* Achieved 150% of quota in first quarter highest among all Outside Sales Executives.
* Increased revenue through selling software and cross selling products, achieving sales targets.
* Converted new sales targets, performed consulting, and managed all aspects of sales process from lead generation to implementation.
* Demonstrated business impact and ROI in compelling and articulate manner to C-level executives of Fortune 500 Organizations.

**Chetal International Group LLC,** Irvine, CA ([www.chetal.co](http://www.chetal.co)) December 2016 – July 2019

**Director Business Development**

Sales professional focused on improving business results of large and global enterprises. Proficient in Enterprise IT and Technology services that offer tremendous benefits in agility, workflow, and financial justification over traditional in-house solutions.

* Cultivated and built strong relationships and worked closely with partners such as Citibank, Deutsche Bank, HSBC, Barclay's, Dow Jones, NY Times, WebMD, Wachtell, Cravath, Davis Polk, Orbitz and Expedia.
* Sold over $5M in 3rd year. Sold Workforce Management, IT solutions such as iOS and Android App Development, API Development, Database Design, Cloud Infrastructure Development, Web Design & Development, DevOps, Content Marketing, Email Marketing, Digital Marketing, Big Data, EDI & ERP Integration‎, Content Management, AI, CRM and Marketing Technology.
* Engaged CIO's and other stakeholders during discovery sessions to understand their business needs and position solutions in alignment with their goals and objectives.
* Worked closely with OEM’s partners: IBM, Dell, HP, VMware, Microsoft Azure, Cisco, Oracle, and AWS.
* Communicated frequently with applicable teams and internal departments to maintain accurate, current understanding of existing and upcoming customer projects and issues.
* Attended tradeshows and client meetings, promoting company brand and building rapport with prospects and partners.
* Identified key products, services and customers and used data to devise innovative sales and marketing plans enabling dramatic growth.
* Partnered with business teams and IT personnel to align project goals with business strategy and define project milestones.

**Xpress Messaging Solutions,** New York, NY August 2008 – December 2016

**ENTERPRISE SALES DIRECTOR (REMOTE)**

Drive strategic account sales to fortune 500 organizations. Launched aggressive consultative sales approach to promote Cloud-Based Omni-Channel Messaging, EDI & ERP Integration‎, SaaS Software as a Service, Content, Data Marketing, CRM and Marketing Technology. Enterprise accounts, Contact Centers & Channel Partners, including Health Care, K-12 and higher Education, Law firms, Hospitality, Travel, Financial Services Institutions, Pharmaceuticals, Telecom, Publishers, Manufacturing, Insurance and Associations.

* Closed Fortune 500 client that generated $500K+ per year in revenue within 21 days of joining
* Increased New Revenue $1.3M in six months.
* Achieved 150% of $2M quota in 2010, 175% in 2012, 200% in 2015.
* Closed deals across several vertical markets with clientele such as: Jobson Publishing, American Red Cross, Abbott Laboratories, Sanofi Genzyme, ING Baring, HSBC, Nomura Sec, Barclays, Simpson Thacher & Bartlett, White & Case LLP, GE and Gordon Foods.
* New business ‘hunter’ selling to enterprise clients Networking with CMOs, COOs, CEOs and Heads of Marketing.
* Built and maintained a healthy pipeline of new business by leading the sales process - from prospecting through onboarding.
* Exceeded quarterly targets through prospecting, developing, and persuading key decision-makers.
* Worked closely with OEM’s partners: Dell, HP, Microsoft Azure, Cisco, Oracle, and AWS

**Business Link Intl/OpenBox Technologies,** New York, NY (<http://www.openbox.net>) January 2004 – August 2008

**DIRECTOR OF NEW BUSINESS DEVELOPMENT ENTERPRISE (REMOTE)**

Achieved revenue goals by building market presence and identifying and pursuing new business opportunities for Cloud-Based Omni-Channel Messaging, EDI & ERP Integration‎, Communication, and Marketing Technology Platform. Developed and supported complex solutions and integrations (SIS and PMS systems) for Financial, Healthcare, K-12 and higher Education, Channel Partners, Law Firms, Pharmaceuticals, Publishers, Hospitality, & Technology.

* January 2004 60k New Revenue and June 2004: 327k New Revenue.
* Achieved 145% of $2M quota in 2004, 152% in 2005, 210% in 2006, 255% in 2007.
* Earned a 100k bonus for exceeding plan goals.
* Key accounts included Physician’s World, Penton Media, Novartis, Bayer, Alert Global Media, AHC Media, US Bank, SunTrust, Barclays, Cleary Gottlieb Steen & Hamilton, Sullivan & Cromwell LLP.
* Build relationships with executives at all levels (in all industries) in order to close deals.
* Acquire new business by building a network of customers and industry contacts to facilitate sales development and successes.
* Maintained and cultivated ongoing relationships and revenue with key customer contacts and expanded new business using consultative sales techniques.
* Responsible for all technology business development activity, including the introduction and sale of new Company products and services to prospective customers, and the growth of Company products and services to existing customers.

**Sales Training Includes**

Tom Hawkins, Zig Ziglar, Miller Heiman, Spin Selling, Dale Carnegie and Challenger Sales Methodology.

**EDUCATION**

New York Institute of Technology- Old Westbury, NY