

GAURAV KORIYA

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Professional Summary

Results-driven sales leader with 12+ years of experience driving multimillion-dollar revenue growth in GCC through strategic B2B consultative selling across SaaS platforms, enterprise solutions, and cloud services. Proven expertise in building and leading high-performance sales teams that consistently exceed targets by 30%+ annually. Adept at developing and executing GTM strategies that penetrate new markets and expand existing accounts across CPG, BFSI, Retail, Airline and Automotive verticals. Renowned for building C-suite relationships that lead to sustainable revenue.

Core Competencies & skills

- Business development | GCC & enterprise Sales | SaaS platform | channel sales | sales negotiation
- Key account management | strategic partnership building | account farming | territory expansion
- Client relationship management | customer success | staff augmentation | advance analytics, AI & ML
- B2B consultative product and value based solution sales | digital transformation

Professional Experience

Sales Manager (consultative IT solutions & services)

TransOrg Solutions & Services, Gurgaon | April 2023 - Present

- Orchestrated end-to-end enterprise sales cycle for cloud-based analytics and AI solutions, resulting in 40% growth in qualified pipeline and 25% increase in average deal size, targeting USD 600K of annual revenue
- Developed and executed precision-targeted account strategies for C-suite decision-makers, converting 35% of prospects into active clients within first 90 days of engagement
- Lead consultative solution selling initiatives across large corporates and GCCs to pitch, present case studies, defend strategies/proposals, overcome sales objections, RFP, negotiate commercials manage end to end sales cycle from lead generation till tax invoicing.
- Independently source, front-end, nurture, manage, and lead prospecting calls and meetings with senior decision-making layer (CXOs, HODs, VPs, SVPs, Directors etc.) across key functions such as in-house data science/analytics, data engineering, AI, sales, marketing, strategy, risk, other key functional/departmental heads
- Work together with the marketing teams to effectively map a brand building, designing campaign, customized prospecting decks and outreach marketing strategy

AVP, New Business Development (saas platform)

Tracxn Technologies, Bangalore | June 2022 - April 2023

- Architected data-driven GTM framework that increased sales conversion rates by 32% and improved forecast accuracy to 90%
- Developed and deployed competitive displacement strategies resulting in 28% win rate using market intelligence, to enhance acquisition of Venture capitalists, Private Equities, IBs, and Corp Dev teams.

- Designed scalable sales processes to enhance funnel predictability, deal velocity, and consistent revenue outcomes from deal sourcing, due Diligence & fund raising for startup form Tracxn SAAS based market Intelligence platform.
- Mar-Tec SaaS sales from prospecting to closure in U.S. and India, enhanced by strategic partnerships and high-impact business development opportunities.

Channel & Sales Head (gamut of Citi premium products)

Citibank, Delhi, Gurugram | June 2014 - May 2022

- Onboarded 25 new corporates and farmed 15 key accounts to contribute 25-30% of total revenue growth in the tenured period, driving a 31% YoY business growth from existing clients.
- Redesigned channel partner program, resulting in 35% improvement in partner-sourced revenue and 45% expansion in market coverage
- Adhering to compliance and handling customer complains. Implemented customer success frameworks that increased client retention to 93% and expanded wallet share by 37% across portfolio.
- Transformed account management approach through strategic solution mapping, increasing product penetration by 40% across existing client base
- Increased Wallet Share of Citi clientele by liasoning with various Corporates to increase Market Penetration Sales of Citi gamut of PL, premium SB accounts and charge Cards to the customer.

Analyst (product)

Computerland, formerly Capita India, Pune | Jan 2012 - June 2012

- Maintaining organizational policies and ensuring timely updates and execution of batch jobs using Visual Basic (VB).
- Responsible for identifying, troubleshooting, and resolving errors within the data processing system, and efficiently scheduling and managing new batches to ensure seamless, operations and optimal system performance.
- To enhance the efficiency and accuracy of the production department, ensuring error-free operations, streamlined processes, and consistent high-quality output.

Business Development Executive (internship)

Stellar Information System – Pune | May 13 - July 13

- Generated 100+ qualified enterprise leads through cold calls, market mapping and targeted outbound campaigns
- Identified and documented 7 new high-potential market segments for expansion of data recovery solutions

Education

- PGDM in IT & Marketing Management | Balaji Institute of Modern Management, Pune | 2012-2014 | 73.5%
- B.Tech in Information Technology | Sushila Devi Bansal College of Technology, Indore | 2007-2011 | 75.9%
- HSC (Class XII) | CBSE Board, SICA School, Indore | 2006-2007 | 72.2%
- SSC (Class X) | CBSE Board, SICA School, Indore | 2004-2005 | 73.2

Personal Details

Date of Birth: 07/10/1989

Marital Status: Married