

Contact

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www.linkedin.com/in/shabeermohamed (LinkedIn)
www.oracle.com/in/index.html (Company)
www.oracle.com/cloud/ (Company)
www.oracle.com/database/what-is-autonomous-database.html (Company)

Top Skills

Employee Engagement
Business Management
Recruiting

Languages

Malayalam (Native or Bilingual)
English (Native or Bilingual)
Tamil (Limited Working)
Hindi (Full Professional)

Certifications

PowerBI Workshop
Leading Through Financial Excellence
Certified Novell Sales Person
Novell Certified Linux Sales Person
IBM Certified Sales Specialist- Level II Expert

Honors-Awards

IBM Sales Eminence Award 2012
IBM Hundred Percent Club Honoree - 2005, 2007, 2012, 2015 & 2016
IBM Bravo Award 2006, 2007
Oracle Digital Best Manager and Team for Q1, Q4 & FY 2020
Oracle Digital Best Manager / Team for Q1, Q2, Q4 & FY 2021

Shabeer Mohamed

Driving Enterprise Cloud Transformation | Oracle | Ex-IBM | Future Tech Leader | Building New-Age Ventures
Bengaluru, Karnataka, India

Summary

With over 25 years of experience across global technology leaders like Oracle, IBM, Novell, and Aptech, I've helped organizations navigate some of the most pivotal shifts in enterprise IT.

At Oracle, I lead high-impact teams driving digital transformation for India's top enterprises—helping them modernize, migrate, and maximize ROI across the full OCI portfolio (IaaS & PaaS), including cutting-edge technologies like Autonomous Database, Cloud Data Lakehouses, and High-Performance Computing.

My core strength lies in aligning business strategy with technology outcomes. Over the years, I've enabled mission-critical cloud migrations, scaled complex sales operations, and delivered consistent value across industries by focusing on both client success and sustainable innovation.

Before this, I was part of the IBM Watson Customer Engagement APAC Leadership Team, where I spearheaded Commercial Segment Sales across Australia, ASEAN, Korea, and India/South Asia. Collaborating with top-tier sales, consulting, and technical teams, I gained invaluable exposure to AI-driven customer engagement and cross-border enterprise sales.

With nearly three decades in IT solutions (Software, Hardware, Cloud – IAAS/PAAS/SAAS), I've successfully led high-performing teams in Large Account Management, Sales Operations, and Territory Management. My track record includes:

- # Consistent double-digit revenue growth
- # Single-digit attrition in competitive markets
- # Multiple Best Leader/Manager accolades

Industry Expertise: BFSI, Pharma, Defense/Academia, Manufacturing, Retail, and Development Houses.

Passionate about scaling cloud adoption, mentoring talent, and delivering transformative business outcomes. Let's connect if you're exploring cloud innovation, AI, or enterprise sales strategies!

Experience

Oracle

6 years 4 months

Senior Sales Director - Tech Cloud (South)

June 2024 - Present (1 year 6 months)

Bengaluru, Karnataka, India

- Currently Spearheading the Cloud Infrastructure business for Oracle in South India, overseeing both Enterprise and Mid-Market segments.
- Leading a dynamic team focused on sales and customer lifecycle management for IAAS and PAAS offerings.
- Fostering strong client relationships, resulting in increase in customer retention and satisfaction scores.

Senior Sales Director and Country Sales Head – Tech Cloud (Commercial/SME)

June 2020 - May 2024 (4 years)

Bengaluru, Karnataka, India

- Led the Cloud Infrastructure business for Oracle in India for the Commercial/ Mid-Market Segment and Digital Native customers.
- Achieved nearly 10x business growth from FY 2021 to 2024, consistently exceeding sales targets.
- Recognized as part of the President's Club Honourees for 2022, reflecting exceptional performance and leadership.

Sales Director - Cloud Computing (West)

August 2019 - May 2020 (10 months)

Bengaluru, Karnataka, India

- Led the Oracle Cloud Platform Mid-Market Sales Team across Maharashtra, Gujarat, and Goa, driving strategic growth.
- Developed and executed sales strategies for Oracle's License, Cloud, and Engineered Systems offerings, enhancing market penetration.
- Fostered strong relationships with key clients, resulting in increase in customer retention and satisfaction.

- Mentored and trained team members, cultivating a high-performance sales culture that exceeded quarterly targets.

IBM

14 years 4 months

Associate Director - APAC Sales - IBM Watson

July 2016 - August 2019 (3 years 2 months)

Bengaluru, Karnataka, India

- Led the Commercial Segment Sales for IBM Watson Customer Engagement across APAC, driving revenue growth and market share.
- Collaborated with high-performing sales, consulting, and technical teams in Australia, ASEAN, Korea, and South Asia.
- Developed and executed sales strategies for Watson Marketing, Commerce, and Supply Chain solutions, enhancing customer satisfaction.

Country Sales Leader / Business Unit Executive - Software & SAAS Annuity Business

January 2011 - June 2016 (5 years 6 months)

Bengaluru, Karnataka, India

- Led the IBM India Software Stream Revenue Business, focusing on Software Subscription and Annual Maintenance Contracts.
- Managed a dedicated team to achieve renewal goals for Software and SAAS subscriptions.
- Collaborated with Marketing and Channel teams to optimize sales routes, driving double-digit growth.
- Established team stability and process adherence, ensuring predictable performance over five years.

General Manager - Country Sales Operations - Software Group

January 2009 - December 2010 (2 years)

Bengaluru, Karnataka, India

- Served as the primary liaison for Sales Operations to the India/SA Business Unit Executive, driving profit and revenue growth.
- Collaborated with the CRM Operations team to enhance opportunity management and data quality metrics, ensuring effective lead tool adoption.
- Championed a culture of business integrity, enforcing corporate guidelines with a zero-tolerance policy for violations.
- Led initiatives in operational excellence, focusing on cadence management and seller skill enablement to boost productivity.

Deputy General Manager - Software Group Sales

May 2005 - December 2008 (3 years 8 months)

Bangalore

- Managed a portfolio of large strategic accounts, driving IBM Software sales and ensuring client satisfaction.
- Conceptualized and implemented complex solutions in areas like Identity and Access Management and Business Process Management.
- Collaborated with cross-functional teams to deliver tailored software solutions, enhancing operational efficiency for clients.
- Achieved a significant increase in sales revenue through strategic account management and innovative solution delivery.

Novell India

Business Development Manager

December 2003 - May 2005 (1 year 6 months)

Bengaluru, Karnataka, India

- Spearheaded product and solution sales targeting the Defence, Research, and Academic sectors across South India.
- Managed end-to-end market and revenue responsibilities for Kerala and parts of Tamil Nadu, driving significant business growth.
- Developed and maintained strategic partnerships, enhancing channel development and customer engagement.

Aptech Limited

Business Development Manager - Institutional Business

January 2001 - December 2003 (3 years)

Bengaluru, Karnataka, India

- Managed sales and large account relationships for the Institutional Business Division, driving revenue growth.
- Developed strategic alliances with partners to enhance Aptech's e-learning and technology-based training initiatives.
- Implemented targeted marketing strategies that resulted in a 25% increase in client engagement within one year.

Kalki Communication Technologies

Business Development Manager

March 1999 - January 2001 (1 year 11 months)

Bengaluru, Karnataka, India

- Managed large accounts and drove business development initiatives in the industrial automation sector.
- Collaborated with cross-functional teams to deliver customized software solutions and recruitment automation tools.

- Achieved a 30% increase in client retention through strategic relationship management and tailored service offerings.
- Contributed to the growth of Kalki Communication Technologies, a pioneer in open systems integration and automation solutions.

Education

TKM College of Engineering

B-Tech, Mechanical Engineering - Production Stream · (1990 - 1994)

Rajagiri Centre for Business Studies

MBA, Marketing/Marketing Management, General · (1996 - 1998)