AMIT SHARMA

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Senior Director | Site Leader

Software Sales | Business Development | Lead generation | Analytics & SAAS Solutions | Sales Methodologies | Channel Sales | Staff management | Relationship Building and management | Concept Sales | Industrial IOT | Smart Factory & Industry 4.0 | Geo Spatial & Location Analytics | Data Governance & Data Quality | Customer 360 | AI | CRM | Marketing Automation | Digital Transformation | BFSI | Retail | SCM | Manufacturing | Automotive

Results-oriented professional with 17+ years of experience in Sales pipeline development, Business Planning, Strategy Development, Service Sales and Technical Sales of Product, Solutions & Services. Highly skilled at building new relationships and maintaining existing ones to generate repeat business. Analytical thinker with the ability to perform well under pressure. Goal- and team-oriented with strong leadership skills and a commitment to team quotas.

HIGHLIGHTS OF ACHIEVEMENTS

Record of consistently exceeding targets and generating business from new and existing accounts.

- **Q4 2020,** Joined **JBM Cadmium Pvt. Ltd.** to for AI powered Smart Factory & Industry 4.0 Product suite. Grew Sales pipeline to over 250 using innovative Lead generation. **Closed 5 bookings** for FR in 1st month
- **Recognized as PBI TOP account executive**, achieving over 120% of quota in Y2019 and generating $1.4 Million in new license revenue. Sold CRM, ERP, Marketing Automation technologies; Business Intelligence software, Location data and services leveraging a Solution Selling and consultative sales approach.
- **Saved PBS $500K in potentially lost revenue**, by revitalizing failing relationships. Conducted data analytics and business intelligence to understand client's needs and drive proactive partnerships. Served as client educator regarding value of PBS Customer Engagement Suite and Self-Service Analytics Solutions.
- **Conducted ongoing market and company research** as part of identifying opportunities to add business value. Due diligence resulted in new business and follow-on sales.
- **Revitalized sales of underperforming Professional services business** to achieve strong performance to 118% of plan in a challenging Global arena. Positioned team to win new projects and billable hours from APAC, EMEA & AMER. Improved T&M rates from $480 to $1000 driving best in class client experience and support for Interactive Video, Marketing Automation, Location Intelligence & Enterprise Data Management solutions
- **Drove a 30% revenue increase from Key national account** during tenure as Technical Marketing & Account Leader with Samsung India. Focused on fostering collaborative partnership with company's largest Digital Signage clients, including Government bodies like Indian Railways, Ahmedabad HC & Prominent Corporates.

PROFESSIONAL EXPERIENCE

Advintek Service Pte. Ltd. (Mar 2021 ~ Present)
Head- Sales & Business Development
Sales Management, Business Management, Service Delivery, .
- Conceptualized, formulated, and established business process improvement for increasing existing accounts.
- Identified and captured opportunities for new business development and market growth by expanding into new venues.

JBM CADMIUM PVT. LTD. [JBM Group] (Oct 2020 ~ Mar 2021)
Head- Sales & Business Development
Sales Management, Business Development, Team management, Smart Factory, Lead Generation.
Thrideye is a AI software arm of JBM Group dealing into Industry 4.0 & IIoT solutions.
- Responsible for leading Software sales team and building revenue generation stream from new Logos.

- Worked closely with Auto Component manufacturers, OEM and other manufacturing companies to position Smart Factory and Industry 4.0 Solutions for enhanced OEE, Productivity and Safety.
- Lead generation, brand building and positioning.

EIGNITA TECHNOLOGIES PVT. LTD. (Mar 2020 ~ Oct 2020)
Sales Director
Account Management, Team Management, Software & Services Sales, Pre-Sales, Service Delivery.

Eignita Technologies is a Technology services company with focus on Digital Customer engagement, Data Governance & Location Analytics using GIS..
- Conduct ongoing analysis to measure and manage sales performance against market developments and corporate objectives
- Manage existing client account list by frequent contact, rendering new proposals & sales presentations, etc

PITNEY BOWES SOFTWARE. (SEP 2011 - Mar 2020)
BUSINESS DEVELOPMENT MANAGER, CUSTOMER SUCCESS, SERVICE DELIVERY, PRESALES.
Consultative Sales, Solution Sales, Business Growth, Account Management, Team Management.
Pitney Bowes is a Global Technology Company concentrating on Multi technologies enhancing Customer engagement, Customer Information & Data Management, Location Intelligence & GIS & Ecommerce.
- Increased Leadership and executive C-Level decision meetings with enterprises to trigger prospecting opportunities.
- Led efforts to establish, develop and expand market share and revenue attainment within named accounts
- Led a team of 40 members; Spearheaded initiative to renegotiate contracts with existing accounts, resulting in $1.5M+ in revenue.

SAMSUNG INDIA ELECTRONICS LIMITED. (Jan 2008 – Sep 2011)
LEAD - TECHNICAL ACCOUNT MANAGEMENT
Technical Marketing & Account Management.
Samsung B2B solutions is part of Samsung Inc. devising innovative tech. for Samsung display and Digital Signage.
- Supported sales targets by extending technical and presales support for Samsung Display range. Awarded for contributions to help achieve record sales of display units in Y2009-2010.
- Presented at tradeshows and internal sales conferences. Visit customer sites to assist in sales cycle.

SOFTWARE DEVELOPMENT & CONSULTING EXPERIENCE

TATA ELXSI LIMITED. (Nov 2006 – Jan 2008)
Senior Engineer – Intellectual Properties.
Pre-sales Engineer, Technical Sales.
Drove technical programs from start to commercialization in partnership with cross-functional stakeholders, project team, Marketing team, and Product Management team, customers and external parties
- Assisted with the business case; Record early requirements into a use case document for clear direction.
- Elicit requirements; Interview multiple stakeholders, client to get more information and creating FRS.

CRANES SOFTWARE INTERNATIONAL SOLUTIONS. (Jun 2006 – Oct 2006)

TELEXCELL SOLUTIONS. (Sep 2004 – April 2006)

EDUCATION/TRAINING

- **Bachelor of technology (B.Tech) in Instrumentation and Controls** - Kurukshetra University-Kurukshetra, Haryana, India.
- **Executive Post Graduate Diploma in Marketing (EPGDIM)** - Indian Institute of Foreign Trade – Department of commerce, India. New Delhi, India.