

Ujwal Kumar

Dubai, U.A.E | [LinkedIn](#) | + 971 58 5788 959 | ujwalkkumar9@gmail.com

EDUCATION

Bentley University

Bachelor of Science in Business Management, Minor in Corporate Finance

Waltham MA, U.S.A

Graduated in May 2020

WORK EXPERIENCE

Signzy Technologies

Dubai, U.A.E

Director of Channel Sales

December 2021 - May 2025

- Led the closure of the Middle East's largest superapp, to onboard and verify 500,000 of their VoIP users, with a TCV of \$120,000.
 - Developed a custom SLA matrix to adhere to strict vendor requirements, which was signed off by Signzy management, legal, IT, Information Security, and external vendors.
 - Successfully negotiated upfront payments with the client's C-suite and vendor management teams.
 - Cultivated internal champions across different stakeholder groups to advocate for Signzy and prepare client requirements.
- Led the fastest closure of an enterprise customer in Signzy, the Middle East's leading payment facilitator, with a TCV of \$250,000
 - Coordinated with Legal, Information Security, Product, Engineering, and Architecture teams to successfully submit and win the RFP within 3 days of release
 - Led multiple successful platform demonstrations for C-Suite executives
 - Drafted the commercial proposal by working with multiple internal stakeholders, including company management
- Served as the primary point of contact at Signzy in collaboration with Mastercard and an Australian Payment Gateway and Processor to develop Mastercard's All-in-One Merchant Solution. Sathapana Bank, a leading merchant acquirer in Cambodia, became the first customer
 - Led internal efforts to secure development resources by aligning project priorities with senior management
 - Coordinated the drafting and finalization of tri-party legal agreements and co-branded marketing collateral
 - Represented Signzy in discussions with Sathapana Bank's leadership to articulate the strategic benefits of being an early adopter of the AIO Merchant Solution
- Manage the Mastercard partner account at a global scale. Responsibilities include:
 - Evangelise Signzy's value proposition across various Mastercard geographies and teams
 - Submit quarterly revenue-sharing figures of Signzy and Mastercard customers
 - Identify and lead co-selling opportunities to Mastercard customers
 - Address gaps in Signzy offerings by procuring and reselling Mastercard services

Signzy Technologies

Boston MA, U.S.A

Founder Staff - Business Development & Strategy Associate for NAM

August 2020 - December 2021

- Sourced, engaged, and closed the company's first U.S. deal, View Trade Securities, with a sales-cycle period of 2 months and an LCV of over \$100,000
 - Hosted biweekly business reviews to support use case expansion and track client KPIs
 - Inform the product team to prioritize the development of 5 customers' needs that were successfully upsold.

RELEVANT SKILLS

• Partner Account Management

Curate solutions for different partners to enable the most effective sales channels. Develop co-sell marketing material. Schedule partner enablement sessions to announce new product capabilities. Negotiate rev-share agreements with partners

• Consultative Sales

Propose hyper-specific solutions through thorough business requirement gathering to identify addressable gaps in capabilities. Conduct Build vs Buy analyses during instances when solutions are not available with Signzy

RELEVANT SOFTWARE EXPERTISE

SAP Lumira, Microsoft Office, Hubspot, Salesforce, LinkedIn Sales Navigator, Hubspot Automation, and Lucid Charts