**Ishaan Bawaskar**



**Mobile**: +973 – 3357 - 6758 **Email**: [ishaanbawaskar@gmail.com](mailto:ishaanbawaskar@gmail.com)

# Areas of Expertise

 Hunting

#  Sales Management

 New Market Development

 Business Development

 Key Account Management

 Training & Development

 People Management

 IT Product/ Services Sales

 Market Research Sales

 Microsoft Office Tools like excel, PPT, word etc.

Organization Skills

Analysis Reports

KOL Management

Presentation Skills

Client Relationship Management

**Personality Traits**

 Strategic Thinker

 Persuasive Communicator

 Result Oriented

 Driven Team Leader

 Motivated team player

C**ertifications**

 DALE CARNEGIE:

Consultative selling

 Greenbelt Foundation

 PMP certified

 Toastmasters International

**PROFILE HIGHLIGHTS**

Strategic Sales professional spanning with over 90 months of experience

* Market Research, Business consulting, IT Products, IT services and Events Sales.
* Dynamic professional with experience in building lasting business relationships, designing winning sales strategies, and driving teams to reach challenging revenue and project goals.
* Background encompasses exceptional work ethics and commitment to organizational objectives.
* Accountability for direction & strategic management, development of new services & operations, revenue performance and enhancement strategies.
* Expert presentation, negotiation and communication skills with keen abilities in planning, goal setting, strategy implementation and follow-up.
* An effective communicator with astute leadership skills with ability to motivate and manage teams to meet desired results.
* Aggressively identify opportunities, develop focus and provide tactical business solutions.

# Sales/Business Development:

* Overseeing sales operations for achieving increased growth profitability.
* Market penetration through conceptualizing and implementing sales promotional strategies.

# Marketing:

* + Initiate research, development, and implementation of new marketing programs.

# Client Relationship Management:

* Focusing on maximum customer satisfaction by closely interacting with the customers to understand their requirements and delivering high-value services to upscale clients.
* Hands on experience with various CRM tools.

# Team Management & Strategic Planning:

* Ensuring efficiency in operations so that the individual & group targets are met, by managing & monitoring the performance of team members.
* Identifying new opportunities, formulating business strategies, strategic utilization and deployment of available resources to achieve organizational business objectives.

**CAREER ACCOUNTABILITIES**

**Unisis Systems & Engineering L.L.C (Bahrain, UAE, Oman, Saudi Arabia, Qatar, Kuwait, India)**

**Senior Strategic Growth Manager** – **Jul 2017 to till date (Regions handled- SEA & EMEA)**

**Key Result Areas:** New Business Development ~ Account Mapping ~ Client Relations ~ Strategic Planning ~ People Management ~ Account Farming~ Consultative Sales

# Roles and Responsibilities:

* Working for the Healthcare & ICT domain with a revenue of USD 5 million per year for the past 3 years.
* Relationship building with top accounts globally. Major focus was fortune 500 organizations.
* Primary focus Americas, APAC, MEA and Europe since major amount of business was drawn from Americas and Europe.
* Responsible for end to end sales cycle – Up selling & Cross selling, Proposal Designing, Pre-Sales, Project Delivery, Client servicing, account mapping and account farming.
* Responsible for leading sales organization for APAC, MENA & EU Territory. Sales planning, sales execution, team building, Leadership, RFP & RFI, Proposal screening, Delivery coordination, Key & Strategic account management, New account acquisitions, Client relationship and retention, Sales strategies are some of the many roles and responsibilities.

# 

**Markets and Markets (Singapore, Malaysia, India)**

**Strategic Growth Manager – August 2015 to June 17 (Regions handled- Global)**

# Roles and Responsibilities:

* Working for the Healthcare domain with a revenue of USD 1 million per year for the tenure.
* Relationship building with top accounts globally. Major focus was fortune 500 organizations.
* Primary focus APAC and Europe since major amount of business was drawn from APAC and Europe.
* Responsible for end to end sales cycle – Up selling & Cross selling, Proposal Designing, Pre-Sales, Project Delivery, Client servicing, account mapping and account farming.
* Responsible for leading sales organization for APAC, MENA & EU Territory. Sales planning, sales execution, team building, Leadership, RFP & RFI, Proposal screening, Delivery coordination, Key & Strategic account management, New account acquisitions, Client relationship and retention, Sales strategies are some of the many roles and responsibilities.
* Reporting directly to VP sales & handling a team of 20 business development executives + 4 Senior Business development executives and 3 assistant managers.
* Generated revenue of $1 million till date individually and with my team $3.6 million and overachieved my monthly target of 75K in the last 7 months constantly and have been rewarded as a Sales Champion
* The generated business includes Subscription, Syndicated report and Consult projects.
* Clients under this revenue are from Europe and Asia.
* Making Proposals, finalizing with the Consulting Team, and Delivery of the project, setting up Client expectation.
* Having an additional pipeline of $280 K for the current quarter.
* Generated revenue from the clients like Medtronic, McKinsey, Cochlear, Terumo, Perkin Elmer, Roche, Care fusion, Infosys.
* Cipla, Fujifilm, Merck, Qiagen, Guerbet Group and others. Since few of the above clients had never done business with MNM, it was a door opener for MNM in these accounts.
* Grew each practice by over 70% in sales revenue for FY 2015 – 2016. Built over 38 strategic accounts from scratch with client recognition for service and support provided.
* The first qualifier towards PPC (Performance Podium Club) & branded as Sales Champion for overachieving targets & breaking all existing records for Americas, EMEA & APAC.

# Thomson Reuters Inc. (India, Singapore, Malaysia & United Arab Emirates)

**Manager Business Development – Jan 2010 to August 2015 (Regions handled- Americas, EMEA, SEA & APAC)**

**Responsibilities:**

* The role involved to work as a Business Development Manager while handling end to end sales by conversion of pre- generated leads across multiple continents from regions like APAC region (Singapore, Malaysia, Philippines and Australia), US and European region.
* Experience in developing all aspects of IT Transformation including market analysis, requirements gathering, strategy, business case, target operating model, across a broad range of sectors.
* Exposure to at least 2 out of 6 sectors – Consumer Markets, Industrial Markets, and Internet enabled businesses, Energy/ Natural Resources, Telecom, Healthcare/ Pharma thereby working as a strategist with investment banking solutions.
* Experience in writing business cases (qualitative and quantitative - CBA, RoI, Breakeven analysis, TCO) to support strategic decision making, process improvement initiatives, or IT transformation.
* Experience in identifying and improving business value of IT and solution comparison.
* Experience in client facing team oversight role (minimum 70% of total experience) and/ or solution architecture for client landscape.
* Prior experience in handling senior stakeholders directly.
* Strong understanding of latest technologies, various components of IT, maturity models for IT in an organization and industry leading practices with a thorough understanding of all leading capital markets.
* This involves in increasing the sales business (Lead and Demand generation) of the firm by working on projects for companies like Varonis, REDWOOD, Capgemini, SunGard to name a few.
* Solutions provided by building a reporting house thus making business more informed and helping in making intelligent decisions about their enterprise assets by providing reporting, BI and Analytics solutions.
* Helped the organization by managing their assets with customer segmentation i.e.: - by alphabetically, geographically, appropriate income groups etc.
* In coordination directly with the client to understand the various requirements thus helping in management and increasing efficiency of clients.
* To Work closely with internal and external channel partners to drive innovative solutions and effective sales strategies to extend sales reach and deepen sales engagement
* To create sales activity drives in order to generate revenue from new accounts and strategic clients by creating early success and use cases that help to define and grow in the entire market while maximizing revenues from the same accounts by delivering the most expected content, and cross-selling and up-selling.
* To help in developing proposals/business case/presentations to the clients, pitching in for the expected research content by the clients, based on experience by customizing content in terms of market research report/titles aptly suiting the needs of the clients.
* To create presentations, seminars, webinars in the interest of the client for benefit selling of market information and study and strategically handle business generation by responding correctly to RFQ/RFP in context to client proposals.
* Increase sale activities by joining the newly formed Big Data team within Client to develop and monetize insights (particularly geospatial insights) from a variety of data sources. The role also focused on Strategize to build and acquire clients across multiple industries for research and consulting services.
* Proven methodology and reporting framework for effective asset data analysis with content Library guarantee to accelerate the early adoption of analytics for reliability & maintenance.
* To generate revenue and grow by merging in clients with expertise and willingness by demonstrating presentations that show support for multiple statistical models & quantitative analysis associated with asset reliability & maintenance based on Weibull, Monte Carlo, Crow-AMSAA, Pareto, Croston, Poisons, Log Normal, ARMA, Exponential Smoothing, ANOVA and IR/Control Charts theories.
* It had an important responsibility of the timely collection of all revenues with hands-on experience with qualitative and quantitative research methods.
* Profiling companies across industries based on revenue, employee strength, vertical etc. and defining target companies.

Mapping global markets, capturing market intelligence and defining the target market for client’s product or services

* Conducting B2B surveys and identifying the right business opportunities from target companies. Bring identified penetration opportunities to closure.
* Converting the right business opportunity/lead to an appointment for the client. Handled a team of 15 team members.
* To handle teams that work strategically to provide concrete deliverables during customer engagement and reduce time & effort significantly in EAM reporting & BI implementation.

**KEY HIGHLIGHTS**

* The client (Mindray Medical International Limited) wanted to assess the market for deep learning technology in diagnostic imaging systems for various therapy area across the globe with an in-depth understanding of the end-user perception for this innovative technology in diagnostic imaging space. Additionally, the client would like to understand about various new or to-be-launched products in this category. The project value here was estimated to USD 5 Million
* A study was designed for the client (SAMSUNG) to analyze the consumer preferences associated with digital x-ray systems. Key features such as the Consumer Preference Matrix, Technology & Product Benchmarking are designed to help the client undertake strategic decisions. This study can also be used to devise a sales pitch, by analyzing the consumer behavior and expectations. The project value here was estimated to USD 4.5 Million
* The client (Al Shemari Instruments) had created a surgical instrument product related to double forceps, useful in surgery and wanted to understand the acceptance of their patented product across the global. A perceptional analysis study was conducted for over 50 countries. The value here was estimated to USD 4 Million
* A study was designed for the client (SK Telecom - Korea) to help understand the ASEAN’s OMICS markets and help generate a precision medicine market (including a Companion Diagnostics, Personalized Diagnostics) The project value here was estimated to USD 3.5 Million

**EDUCATION**

* Bachelor of Computer Applications (Batch-2010) from St. Aloysius International University, Karnataka**, India**
* Class XII graduate of (BATCH-2007) from The INDIAN School, **Kingdom of Bahrain** with first class division in science stream affiliated to CBSE board New Delhi
* Class X graduate of (Batch-2005) from The ASIAN School, **Kingdom of Bahrain** in first class division affiliated to CBSE board New Delhi

|  |  |  |
| --- | --- | --- |
|  |  | **PERSONAL INFORMATION** |
| **Languages Known** | : | English, Hindi, French & Marathi |
| **Nationality** | : Indian | |
| **Marital Status** | : | Married |
| **Work Permit Status** | : | Valid till March, 2022 |
| **Driving License** | : | Valid Bahrain Driving license; Valid UAE Driving license |