

Ankit Mathur

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Core Competencies

Sales Leadership

Building Sales Teams

Sales – SAAS, ERP, CRM, Multi Channel Communication Solutions.

Key Account Management

An accomplished result oriented sales professional with over 12 Years of experience in meeting and exceeding sales quotas. Motivational management style with ability to retaining highly motivated sales team, networks and partners. Possess analytical and business driven inclination to work on business plan formation from marketing and financial perspectives. Operate in a highly competitive and mature Contact Center, ERP, CRM, CEM environment, directing a range of high-level technical and project management resources through complex sales processes. Plans and conduct sales activities to achieve specific sales quota for Business applications. Specific focus on BFSI, Retail, E-Commerce, BPO segments. Aligned with lucratively attained accounts to form and maintain ongoing, trusting relationships with individual stakeholders.

Specialties: Enterprise Solution Sales, Business Development, Key account management, Product management, Online and Social marketing, Alliances and Partner Management, International Sales.

Key Skills: Sales, Account Management, Lead Generation, Pre Sales, Presentations, Marketing, Team Management.

Career Profile

Drishti Soft Solutions Pvt. Ltd

Position

Senior Sales Manager.

Reporting

Vice President Sales- India & Middle East.

- Responsible for setting up channel partner eco system.
- Presentations, product demonstrations, customer training of systems & integration services. Understanding and delivering solutions to meet customer's business and technical needs.
- Responsible for sales of licences & implementation services of Ameyo Platform.
- Co-ordination with product management & engineering teams, as needed, to communicate customer inputs and product feedback.
- Develop & manage AMC proposals and support contracts for customers.
- Solution Selling, Project Management, Business Analysis, and International Exposure has helped in developing strong Client Management & Engagement skills
- Architecting CRM solutions for clients, delivering presentations, product demonstration and managing the complete sales cycle.
- Providing support to business development functions & the sales team by formulating sales plans.
- Understand business scenario of enterprise accounts & identify operational/business issues in various lines of business. Working closely with CXO's and help them achieve better business process management.
- Customer Focus - executing demos and POCs with a clear plan to take a prospect successfully through the pre-sale process and turn them to a customer.
- Achieving the territory bookings goals by developing new accounts and/or expanding existing accounts within an established geographic territory, industry, or product segment.

Career Profile**Talisma Corporation Private Limited. Aug-2011-Jan-2013** www.talisma.com**Position**

Regional Sales Manager- North India

Reporting

Vice President Sales- India

- Build C Level relationships via value based selling and involving ROI analysis and being able to build an abstraction between the technology itself and the core business benefits which are easily understandable by C Level executives at customers.
- Presentations, product demonstrations, customer training of systems & integration services. Understanding and delivering solutions to meet customer's business and technical needs.
- Responsible for sales of licences & implementation services of Talisma CRM in North India.
- Co-ordination with product management & engineering teams, as needed, to communicate customer inputs and product feedback.
- Develop & manage AMC proposals and support contracts for North India customers.
- Solution Selling, Project Management, Business Analysis, and International Exposure has helped in developing strong Client Management & Engagement skills
- Architecting CRM solutions for clients, delivering presentations, product demonstration and managing the complete sales cycle.
- Providing support to business development functions & the sales team by formulating sales plans.
- Understand business scenario of enterprise accounts & identify operational/business issues in various lines of business. Working closely with CXO's and help them achieve better business process management.
- Customer Focus - executing demos and POCs with a clear plan to take a prospect successfully through the pre-sale process and turn them to a customer.
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Career Profile Team Lease Services Pvt. Ltd. Client: Microsoft India Pvt. Ltd. Aug, 2010-July 2011**Location:**

Gurgaon.

Position:

Lead Microsoft Online Services.

Reporting:

Director Online Sales – Microsoft India.

- i. Managing Sales & Marketing effort of Microsoft's enterprise Online Solution (SaaS) Offering in SME segment in India.
- ii. Manage the sales and marketing of Microsoft's enterprise online solution offerings in India - focus on accelerating customer acquisition and capturing highest market share by effective product management, strategic marketing planning, building and boosting the internal sales engine and Channel Partner ecosystem.
- iii. Managing a team of highly skilled Field Sales/Presales, Channel Engagement Managers & Hunters across India.
- iv. Driving sales for SaaS Solutions by collaborating with different teams within Microsoft.
- v. Extensively Interacting with partner & association presidents/ Chairmans for evangelisation of Microsoft Online Services.
- vi. Driving business for Cloud Computing, BPOS, Azure, India in SME Market, Clusters and Channels.
Cross unit collaboration – Collaborate with mainstream regional sales teams to build pipeline and drive wins
- vii. Manage Association led marketing – work with industrial/vertical/trade bodies to maximize reach and impact
- viii. Increase sales through Distributor, VARs and Channel– collaborate with Partner Team to recruit and activate

Career Profile Enrich IT Services Ltd. Feb 2009- August 2010) <http://enrichit.com>**Location:**

Hyderabad.

Position

Manager, Oracle License Sales and Service Offerings.

Reporting

Sales Head - India.

Responsibilities

: As a Manager, my primary commitment was to develop business and penetrate Indian markets in the areas of application services, procurement BPO, talent sourcing and software licensing. Some of my key responsibilities included:

- Designing and managing effective sales campaigns to broaden client base
- Forging strong relationships with key decision-makers, other managers, and channel partners
- Direct selling to end-user accounts to drive brand awareness
- Managing and developing channel partners to maximize growth and revenues
- Coordinating remotely with various members of management to accomplish objectives
- Calling on key representatives in customer facilities to identify needs, present solutions, close business deals, and address escalations
- Leading all marketing efforts to enable market expansion, capturing business from competitors, and strengthening regional reputation

Career Profile Oracle Corporation September 2006- Jan2009 www.oracle.com

Location Bangalore/Noida- India

Position Sr. Business Development Consultant.

Responsibilities Reporting to RM business development.

- Spearhead SMB sales for Oracle Applications.
- Creation of new business opportunities
- Maintaining and nourishing existing client relationship
- Territory planning – Market analysis and segmentation to acquire customers
- Work closely with the Field Sales, Consulting and Partners.
- Lead and coordinate amongst cross functional teams of sales, Solution Consultants.
- Excellent communication & presentation skills.

Achievements

- Awarded as the “Most Valuable Player” in Q3 FY07 for over achieving Qtrly sales target.
- Generated multimillion-dollar revenue from strategic accounts.
- Created Reference Customers for Oracle Corporation
- Played key role in setting up the campaign processes for the Consulting LOB.
- Track record of achieving Quarterly targets and instrumental in generating pipeline/business for Oracle Consulting Services and Oracle Applications license Sales.
- Appreciation from Field VP’s & Sales Directors on maintaining excellent working relationship with internal and external customers.

Career Profile: Colwell & Salmon Communications Inc. (24th Feb 2003 to 29th August 2006) Formerly known as Icon Data Management Ltd.

Location: Noida India

Position: Sr. Executive- Business Development- Sage Software.

Responsibilities

- Creation of new business opportunities
- Maintaining and nourishing existing client relationship
- Market analysis and segmentation to acquire customers
- Integrate with a cross functional team of sales, pre sales, administration,
- Overall responsibility of all project deliverables
- Preparation of cost and revenue budgets
- Manpower allocation for processes and overall operational responsibility
- Do business and open doors at CXO level of fortune companies
- Work closely with various Value added resellers and Partners across North America.

Achievements: Opened door to lot of clients. Exceeded quota expectations including regional quota, profitability and other operational parameters as laid down in Score Card.

Majestic Software Ltd. Noida 11th Feb 2002 to 23rd Feb 2003

Location Noida, India

Position Sr. Executive –Business Development

Responsibilities

- Devise focused sales strategies for the region / group
- Maintain and strengthen partner management
- Preparation of cost and revenue budget
- Deliver Presentation, prepare proof of concept and create different engagement models
- Consultative selling rather than transactional selling
- Large account management
- Coordinate and liaise with Corporate for executive participation and other logistics
- Achievements
- Managed a lean yet high energy, highly productive sales and support team
- Grew revenue 5 times from Feb 2002 to 23rd Feb 2003
- Nurtured team members for future leadership roles within the organization.

March 2001 to Feb 2002 Jagran Publications

Location India
 Position Business Development Executive

Responsibilities

- Manage Small customers business.
- Maintain and strengthen Advertising agency contacts.
- Estimating and planning for special Advertisement Supplements.
- Consultative selling rather than transactional selling
- Coordinate and liaise with Corporate Clients for executive participation and other logistics.
- Billing and payment follow up

Achievements

- Made several inroads across verticals in the territory and added many new clients.
- Successfully handled regional responsibility for large accounts
- Successfully increased the wallet share within existing customers to a great extent.

Workshops & Seminars.

Title	Description	Duration	Location	Organized by
Executive Focus Selling	Selling to CXOs of Public co's using Balance sheets.	2 days	Bangalore	Communication.com
Sandlers Sales Methodology	Sales & Leadership	2 Days	Bangalore India	Sandler Sales Institute.
ITW Workshop	USP's of Oracle ERP	2 Days	Bangalore India	Oracle Corporation
Human Resources Application Seminar	Oracle Invited People from Cognizant as guest speaker and other companies as audience in Bangalore.	1 Day	Bangalore	Oracle Corporation
Partner Management	Integration with Various VAR's and Partner Channel	3 months	New York	Colwell & Salmon Communications`.

Award/Recognitions.

Won a contest for closing highest number of opportunities in Professional Services Industry at Oracle.

Education & Personal Details

- Bachelor in commerce from Meerut University. 2001
- Advance Diploma in Software Technology.
- One-Year program in Software Technology
- Certificate In Programming In Basic From Aptech Computer Education & Other Short-term computer courses
- Date of Birth: 27th Feb 1979
- Gender: Male
- Nationality: Indian
- Marital Status: Married
- Languages Known: English, Hindi.
- Passport: Ready: