**Rudrajit Ghosh**

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**Head of Sales / Vice President – Global Sales, Business Development, and Channel Partnership Management.**

**Key Skills** • Sales• Business Development • Account Management • Channel Partner Sales • Consultative Selling • Solution Selling • Direct Sales • Sales Process • Business Transformation • Marketing Management • Customer Acquisition • Marketing • Digital Marketing • SEO • Marketing Strategy • Sales Presentations

• Cold Calling • Lead Generation • Sales Enablement • New Business Development • Business Planning

• Sales Management • Customer Relationship Management (CRM) • Sales Strategy • Growth hacking

• Revenue Growth • Go to Market Strategy • Thought Leadership • Contract Negotiation

• Team Management • Leadership • Global Alliances • Tender • RFQ /RFI /RFP • Bidding process

**EXECUTIVE SUMMARY : Global Sales Leader Driving Growth by - Increasing Sales, Saving Cost & Maximizing Productivity.** I Help Market Leading Technology Companies and Technology Startups Generate Millions of Dollars in Topline Revenue Through Innovative Sales Techniques & Smart Business Development Practices ". My goal always has been to deliver the best for my employers & to ensure maximum profitability. I Collaborate with Global Corporations & C-Suite Executives in Enterprise Transformation Leveraging Technology to Maximize Profit & Efficiency.

# Results-Driven Organizational Transformation & Growth

# Positive Disruptor in the Global Technology Industry

# Strategic, Visionary and Strong Leadership

# Revenue Producer Driving Impressive Growth

# Organization Turnaround Expert - Technology & Business Acumen

**SELECTED ACCOMPLISHMENTS**

**SELECTED ACCOMPLISHMENTS:**

* Top-performing award-winning Global Sales Leader with 14+ years experience in New Client Acquisition across Europe, Middle East, Africa, Asia Pacific and North America.
* Has been a Hunter and in consultative sales role selling tech products from various ends. Ranked No # 1 YOY as a Sales Rep and Account Manager.
* Achievements - F.Y: 2020-21 Target Achievement 57 Cr INR – 7.7 Million USD.
* F.Y: 2021 -2022 Target Achievement of 63 Cr INR – 8.5 Million USD.
* F.Y: 2022 -2023 Target Achievement of 103 Cr INR – 12 Million USD.
* Earned several promotions rising from a Manager to a Vice President in last 6 Years.
* Travelled extensively in all major geographies of the world gaining a global perspective and business acumen-lived and worked in Europe, Middle East, ,Africa, Asia Pacific and India.
* Member ofC-Suite Executives Club - CEOs, CIOs, CxOs.
* Having grown my sales achievement by 55% in the last 3 years, I have developed a systematic approach to business development that works and can affect your bottom line in a matter of months.
* Team Size Handled: 11 People including Lead Generators, Account Managers, Partner Care /Alliances Managers & Pre- Sales executives (Workforce management of 250+ technical staff members spread across Europe, Middle East, Asia Pacific, USA and India.)

**Specialties/ Domain expertise:**

**Information Technology Services:** IT Maintenance Services, IT Hardware, Professional Services, Managed Services, Legacy Modernization / Mainframe Migration, Mainframe Development & Support. IT Staff Augmentation / IT Staffing, Digital Transformation.

**Cyber Security and Information Security Consulting Services:** Cost-eﬀective Risk and Compliance Management Solutions, Threat Management, Vulnerability Assessment, Data Protection, SOC/SIEM/EDR/MDR Practices, Incident Handling, and Response, Enterprise Risk Management, Endpoint Security and Network Security.

**Computer Software, IT Products & IT Solutions:** Enterprise Software, SaaS, Cloud, ERP, CRM, RPA, LMS, E-Learning, Robotic Process Automation (RPA), Hyper Automation, Mainframe Automation, Test Automation, Business Process Automation, Analytics and Monitoring Solution, Data analytics / Artificial intelligence / Cloud computing and Internet of Things (IoT).

**Global Clients & Collaborators:**

My clients include Tier1 Fortune 500/ 1000/ 2000 Blue-chip Multinational companies, Small and Medium Enterprises SMEs, Global In-house Centers GICs & Captive Offshore delivery centers and the Government Sectors Worldwide. We have strategic Global Alliances and Partnerships in all major geographies. We work with clients in 20+ Industry verticals which includes Banking, Insurance, Financial Services, Retail, Telecommunications, Energy and Utilities, Healthcare, Hospitality, Logistics, Automotive, Manufacturing etc.

**Global Clients & Collaborators:**

**Middle East:** Abu Dhabi Investment Council, Abu Dhabi Islamic Bank, ADNEC, DAMAC PROPERTIES, First Abu Dhabi Bank, Emirates National Oil Company (ENOC), Etisalat, Mashreq Bank, National Bank of Fujairah, Petroleum Development Oman, Majid Al Futtaim, Ministry of Interior (Dubai), Standard Chartered Bank Dubai, National Bank of Dubai, Kuwait Foreign Petroleum Exploration Company (KUFPEC), KPMG Dubai, RTA Dubai

**Asia-Pacific:** ACRA, AIA, Bank Ganesha ,Certis ,Crown World Mobility , DB Schenker ,DHL, PT HM Sampoerna Tbk ,RR Donnelley, Sanofi, Schlumberger, Schneider Electric, Schroders, Shangri-La , SP Group ,Standard Chartered Bank, Sutherland Healthcare Solutions, Tan Tock Seng Hospital, TE Connectivity, Telekom Malaysia Group, UBS, VISA, Johnson & Johnson, World Health Organization, Petrofac, UOB Singapore, Alliance Bank Malaysia Berhad , Bank Muamalat , Citibank Singapore , Industrial and Commercial Bank of China , Maybank Singapore.

**Australia and New Zealand:** Ansell Healthcare, ANZ, Asahi Beverages, Australia Post, Auswide Bank, BAE Systems, Bendigo & Adelaide Bank, Bupa Australia, DWS, Equifax, ESP Solutions Group, Flight Centre, Heritage Bank, NAB-National Australian Bank, Lincoln Financial Group, MetLife Insurance Ltd, TAL Australia, JetStar Airways, Becton Dickinson, Coles Supermarkets, Trafigura, Bombardier Transport, Larsen and Toubro & Worley Parsons Alstom, Estee lauder, Anglo American, Genpact, Mondelez.

**North America & Europe:** TXU Energy, JPMorgan Chase & Co, First United Bank, NASA, Liberty Mutual, KeyBank, McKesson, Phillips Edison & Company, Schlumberger, Volvo, Nationwide Insurance, IBM, Fidelity Investments, Nielsen Company, Bed Bath & Beyond, Ameriprise Financial, Inc , Yorkshire Building Society Group, Siemens, Wells Fargo, Cisco, Kellogg Company, Whataburger, 3M Global Service Center, Poland , USAA, United States Postal Service , BBraun , Lockheed Martin, GM Financial

**Education:**

**Master’s Degree** in Management Studies from University of Perpignan France. 2008. (Full Time)

**Management Internship - University of Perpignan, France - European Union (EU)**

**Certifications:** Multiple Professional Certificationsin Sales, Business Development, Customer Relationship Management, Leadership, Project Management, & Service Delivery by authorities like IBM, Cyberoam, Microsoft, Google, Automation Anywhere Prince2 & ITIL.

**Multilingual:** Languages Known: English, French & Arabic

**CAREER SUMMARY**

**Head of Sales (Vice President – Global Sales, Business Development and Channel Partnership Management) at YUJ Designs, United States**

**Job Role:** Spearheading the entire Global Operations, Enterprise Channels, & Strategic initiative of the Business.

About the Company: YUJ Designs is one of the top-tier global UX Design Company focused on bringing innovation and creativity to your designs. We are a global UX Design Agency delivering valuable experiences for humans that impact businesses. We believe in bringing diverse talent together for one goal: Creating Impact by Design. We have substantial experience of working on more than 2,100 UX design and research projects, successfully crafted B2B, B2C, B2B2C experiences. We have worked with a wide range of clients including some Fortune 100 and Fortune 500 companies like PayPal, eBay, Tata Motors, Eureka Forbes, Honeywell, Alaska Airlines, ZS Associates, Cisco, Bosch, Max Life Insurance, and so on. As a UX Design Company, our job is to design solutions that humanize the entire experience across devices and spaces. We re-imagine the way organizations interact with and empower their customers, their end-users through products and/ or services.

**Target Geography:** Europe| Middle East | APAC | North America and India.

**Reporting to:** CEO & CIO (The C-suite executive-level managers of the company)

**Team Size Handled:** 11 People including Lead Generators, Account Managers, Partner Care /Alliances Managers & Pre- Sales executives (Workforce management of 250+ technical staff members spread across Europe, Middle East, Asia Pacific, USA and India.

**Duration:** 2021 to present

**Clients:** Managing key overseas accounts and relationships. Solely responsible for 50+ accounts. Clients include large to medium size banks, Manufacturing, Automotive, Cybersecurity, SaaS (Product Companies) Oil and Gas Companies, Telecom, EdTech companies, Healthcare, Retail and Real Estate companies in the United States, Middle East and India.

**Key Responsibilities:**

• Identify, develop, organize, and manage the partnership, business development, and alliances opportunities and efforts of multiple product lines and service offerings

• Create a strategy for fast success in all indirect selling channels including co-sell, resell, cross-sell, or referral/agency programs

• Work collaboratively with Sales, Marketing, and Product Management as it relates to all partnerships, alliances, and business development relationships

• Drive adoption of company programs among assigned partners

• Proactively lead a joint partner planning process that develops mutual performance objectives, financial targets, and critical milestones associated with productive partner relationships

• Bidding for Tenders & Management of incoming RFPs, RFIs & RFQs across the Globe

• Responsible for Overall Revenue Generation.

• Responsible for Marketing of New Products and Services.

• Responsible for Overall Client Service Delivery & Management.

• Leading a Team of Sales Account Managers and Pre-Sales Managers.

• Contesting, Evaluating, Bidding, Submitting and Executing Tenders.

• Management of Distributors and Channel Partners worldwide.

• Training, Mentoring & Development of Sales Team.  
• Extensive experience in the area of IT Operations Management, driving and implementing new business solutions.  
• Broad knowledge in Consulting, Systems Design and Integration dealing with various technology products.  
• Highly motivated individual with a proven ability to develop and commercialize all aspects of the business.  
• Global Partner Management, Client Relationship & Service Delivery Management and Operations.  
• Global Services Delivery Outsourcing

•Meeting & Engaging with C Level Executives & Decision Makers of Fortune 500 & Blue-chip Companies showcasing the products & service offering & how it can help optimize their business.

• Exceptional role in collaborating with the sales team to proactively assign projects to the team members ensuring efficient bench management and weekly allocation of the projects across the global team.

• Contribute to the success and long-term growth of the company by capitalizing project management practices and applying my expertise in the various areas of business to ensure the timely accomplishment of all identified goals and schedules using Scrum, Agile methodologies.

• Focused on delivering high standards of Customer Success while being the single point of contact for a software product in Workforce management.

• Experienced Customer Service Leader -Operation excellence – ensuring cost savings and FTE

• Responsible for creating the Brand Identity & Brand Service Experience for Global markets by developing and executing effective marketing communication campaigns (Digital +Offline + Events) to achieve business goals.

• As a business leader have supported business with my expertise in defining Business Plan and GTM Strategy, Budgeting, Managing P&L, Ideating Product & Services, Building Competency, Leading Sales & Marketing, Managing Presales & Solutioning, Client Engagement, Commercial Estimation & Contract Negotiation, and Managing the deliveries while working closely with team and other stakeholders. Additionally, have strong people management, coaching, and counseling skills.

**PREVIOUS EMPLOYER:**

**Vice President, Global Sales and Channel Partnership Management at The Gateway Group of Companies – (Netherlands EU) & (Granthium Corporation** (**Chicago, U.S.)**

**Job Role:** Spearheading the entire Sales, Business Development & Strategic Alliances initiative of the BU.

**About the Company:** Corporate Headquarters: South Holland, Netherlands / Dubai, UAE

A Global Conglomerate of privately held global enterprises. The principal holding company is the promoter of all Group Companies, comprising of 20 independent operating companies across 17 countries. (RPA product Jiffy RPA & Docube collaboration platform for data visualization and generating insights powered by Option3 Consulting) / Gateway Corporation / G Secure Labs / Nintec Systems Limited.

**Target Geography:** Europe| Middle East | Asia Pacific | and India.

**Reporting to:** Jt. Managing Director, Co-Founder

**Team Size Handled:** 5 People including Lead Generators, Account Managers, & Pre- Sales Engineer

**Duration:** 2017 to 2021

**Sales Achievement**: F.Y: 2020-21 Target Achievement 57 Cr INR – 7.7 Million USD.

**Global Clients**: Enterprise Customers and SMBs in United Kingdom, Germany, France, Benelux and the Nordic countries specially for the Cybersecurity Business. RPA Clients across India, Europe, Middle East and Asia Pacific region.

**Specialties:** Cyber Security and Information Security Consulting Services: Cost-eﬀective Risk and Compliance Management Solutions, Threat Management, Vulnerability Assessment, Data Protection, SOC/SIEM/EDR/MDR Practices, Incident Handling, and Response, Enterprise Risk Management, Endpoint Security and Network Security. Robotic Process Automation (RPA), Artificial Intelligence, Machine Learning and Analytics and Monitoring Solutions.

**PREVIOUS EMPLOYER:**

**Business Development Manager (Global Enterprise Channels & Strategic Alliances) at Automation Anywhere**

**Job Role:** Responsible for Global Enterprise Accounts, Global In-house Centers (GICs), Advisory Sales & Alliances

**About the Company:** Corporate Headquarters: San Jose, California, United States.

At Automation Anywhere, we believe that people who have time to create, think, and discover build great companies. That's why we've dedicated the last decade to driving the adoption of robotic process automation technology in leading Financial Services, BPO, Healthcare, Technology, and Insurance companies—to name a few—across more than 90 countries. Our intelligent process robots transform the way businesses operate, delivering complex business and IT work across a range of processes including procure-to-pay, quote-to-cash, HR administration, claims processing, and thousands of other front and back-office processes.

**Target Geography:** North America, Europe, Middle East, India, APAC & ANZ

**Sales Achievement:** 2016 - Sales Target Achieved: $3.5 M

• Ranked #2 Account Manager (of 15 Account Managers) for revenue growth in 2016.

• Handled a Multimillion Dollar territory and up to 70 accounts. Cultivated relationships and utilized sales strategies to manage and grow accounts

• Achieved 15% revenue growth over previous year for Non-BFSI corporate markets division.

• Forecast and maintain pipeline of opportunities 3x’s revenue required to achieve goal

**Reporting to:** Vice President and The Chief Revenue Officer (CRO)

**Team Size Handled:** 10 People

**Duration:** 2015 to 2016

**Specialties:** Robotic Process Automation | Digital Workforce | Cognitive Technology | Analytics | Big Data | Business Process Automation | Enterprise Software (SaaS)

**Clients:** ANZ, JPMorgan Chase, Societe General, Bank of America, Credit Suisse, GENPACT, Wipro Technologies, Accenture, Cognizant, NASA, General Motors, , Thomson Reuters, Exxon Mobile, Dassault Systems, Dupont, Tesco, Novo Nordisk, Phillips Electronics, Juniper Networks, Bosch, Lowes, TE Connectivity, General Motors & Daimler.

Global Alliance & Partners: PricewaterhouseCoopers (PWC), Deloitte, KPMG, Ernst & Young (E&Y), Boston Consulting Group (BCG), McKinsey & Information Services Group (ISG).

Value-added resellers: Alsbridge, Concentrix, Ameri100.

**PREVIOUS EMPLOYER:**

**Business Manager at IBM Corporation (IBM India Private Limited)**

**Job Role:** Managing the Major Accounts – Fortune -500 /1000 & Blue chip MNC Companies

**About the Company:** Corporate Headquarters: Armonk, New York, United States.

IBM is known worldwide for its innovations and technology – but our Reputation is built on what we do with them. We work with businesses across the globe to solve some of the world’s biggest problems which is probably why our sales force is so highly respected Internationally. Our sales professionals don’t just sell products;

they really do offer solutions.

**Target Geography:** North America, Europe, Middle East, India & Asia Pacific.

**Duration:** 2010 -2015

**Sales Achievement:** Met with YOY Targets approx. USD $ 3 Million.

• Achieved 24.6% revenue growth in 2014-2015.

• Ranked #2 Sales Representative (of 25 Representatives) for revenue growth in 2014.

• Closed company’s largest corporate sale in 2014- 2015.

• Increased revenue in 40 assigned accounts and in new account development by using

Salesforce, conducting in-person meetings, and utilizing strong closing techniques.

• Source new accounts through targeted research. Establish rapport and develop in-depth

relationships during 2 to 12-month sales cycle. Work multiple account touchpoints to boost

user support for database, resulting in increased sales.

**Reporting to:** Senior Manager Sales & Delivery.

**Team Size Handled:** 20 People.

**Clients:** Ameriprise Financial, American Express, Dow Chemical, Singapore Airlines,

Bank of Ireland & Various other Fortune 500/1000 Companies.

**Specialties:** IBM Products and Solutions

Global IT Hardware Maintenance, IT Hardware Supply Solutions, Managed IT Field

Services Professional IT Services, Specialized Enterprise Software Solutions like ERP,

CRM, Analytics, Cognitive, Business Solutions.

**PREVIOUS EMPLOYER:**

**Sales Operations Manager with Dubai Holding (Government of UAE)**

**Job Role:** Sales and Business Development across Gulf Cooperation Council (GCC) Countries

**About the Company:** Corporate Headquarters: Dubai, United Arab Emirates.

Established in 2004 with operations in 12 countries and employing over 20,000 people, Dubai Holding is a major investment conglomerate managing AED 130 billion portfolio of assets. We support the strong development of Dubai’s non-oil economy across multiple sectors including: tourism, hospitality, real estate, media, ICT, education, design, and trade.

**Target Geography:** Middle East (Gulf GCC Countries)

**Duration:** 2008 to 2010

**Sales Achievement:** Met Quarterly Targets, Doubled Revenues. Approx. 2500000 DHS

• Ranked #1 Sales Representative (of 8 Representatives) for revenue growth in 2008 - 2009.

• Achieved 112.6% of quota in 2008 and 114.4% of quota in 2009.

**Team Size Handled**: 6 Sales Executives. Reporting to: The Corporate Sales Head (Dubai)

**Key Responsibilities:** Sales, Business Development, Customer Service and Relationship Management.