Lohit Kanjalekar

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Passport: INDIAN

Profile Summary:

7+ Years of extensive experience in Sales Operations; Global Geo ops Management; Implementation of organization wide Lucid process operations; experience of developing tactics, build program blueprints for effective & seamless business experience & deliverables. Worked on Identifying opportunities to save cost on operations, that run with low latency and high accuracy.

Key Skills:
- MS Excel, MS Word, MS PowerPoint
- Data Loader, Demand Tool
- Salesforce.com & Admin, Salesforce CPQ, Oracle CPQ
- Oracle R12 (Functional Modules), Power BI

6SENSE
Deal desk analyst (July 2022 – October 2022)

- Quotes and Order Forms validation to approved within business pricing and discount policies.
- Ensure opportunities are accurately entered and properly booked in the CRM tool.
- Work with Finance to ensure all deals have the appropriate booking packages. This includes fully executable agreements and proof of delivery.
- Assisting Sales with quotes, approvals, and order forms.
- Provide proactive support and guidance to the sales team to help drive new deals as well as up-sell opportunities.
- Interface with Accounting, Finance and Legal as needed (i.e., revenue recognition).
- Maintain an agreed upon SLA on deal turnaround times.
- Interface with other members of Deal Desk and Finance/Accounting to ensure accuracy of booked sales opportunities.
- Responsible for assisting and supporting queries, build out quotes & technical issues associated to Sales Reps. Adding to above also responsible for other quote-to-close technology users.
- Responsible to ensure Transactions compliance with Revenue Recognition and Business Operational policies.
- Assist the Field Organization during the customer/contracting lifecycle, from Lead-to-Quote, Contract-to-Order, Booking-to-Renewal/Up-sell.
- Drive projects and initiatives focused on improving efficiency and simplifying processes throughout the sales operations and sales organization.

CA Technologies, A Broadcom Company, Pune
Sales Operations Specialist (Feb 2018 – March 2022)

- The primary responsibilities include working directly with Customer, Sales Account Manager to develop renewal and closure plans for all the sub $100K sales opportunities.
- Responsible to assist Account Manager, CPM, DAD, distributors & Resellers with building out the Renewal Sales
- Validating quotes, which are created by sales rep to assure 100% booking.
- Validating Order Form/Agreement Form etc. are attached for all close won opportunities.
- Identifying the key facts on product level data & transforming it to analyze various data points (Additional Discount,

Uplift/Downlift % etc.) for enabling the business decisions & suggesting the grey areas in terms of product selling by Region & Geo.

- Take the sales lead on the assigned renewal opportunities and deliver on the renewal sales Quote
- Manage outbound calls with customers, emails to make customers aware of their upcoming renewal and options, renewal quotes, co-termination, Purchase Information, Reinstating Maintenance/Support After Lapse, products, pricing, programs
- Effectively collaborate and build relationships with channel partners, distributors and internal sales Reps
- **CMD: (Customer Master Data)** Account creation, Site creation, Data Modification in Salesforce.

Symantec Software India Pvt. Ltd, Pune
Sales Operations Analyst (Feb 2018 – Apr 2019)

- Working as a part of Salesforce.com CRM team in sales operations
- Provide operational support for the Salesforce.com system
- Work closely with GEO Leaders to drive strategy through discussions with Sales Team
- Collaborate with various team across the globe for implementation of sales strategies in CRM system
- Alignment of accounts, sales reps & territories as per business logic in both SFDC and Oracle R12
- Creating and maintaining territory hierarchy for data access and forecast & revenue rollup in SFDC & Oracle R12
- Hands on Experience in working on the SFDC cases for correcting the sales credit assignments
- Territory Management in Salesforce
- Account Hierarchy management and maintenance
- Setup and maintenance of Strategic/Named Accounts
- Responsible data privacy policy implementation
- Resolving queries and problems related data privacy and data access
- Control the quality of data entered in the SFDC by various sources.
- Data Management- Inserting, Updating, Deleting and Upserting records use Data Loader
- Coordinating and cooperating with people in different time zones.
- Responsible to manage adding new users, check system permissions on users to restrict or provide data access.
- Ongoing support requests and administrative needs of users
- Attending calls and LiveMeeting to clarify the day-to-day problems
- Tools Used- Salesforce CRM, Oracle R12, Data Loader.
- UAT testing for existing/new projects in SFDC.

Datamatix (Client Symantec, Pune)
Sales Operations Analyst (Aug 2017 – Jan 2018)

- Worked to setup Account hierarchy as per Symantec product sales business logic.
- Domain Knowledge in Sales Operations
- Experience in working with pivot tables, graphs and reports
- Raw Data extraction, cleaning, analysis and modelling through Excel, SQL (basics)

WNS global services
Associate (Aug 2013 – Sep 2015)

- Revenue Accounting Interline –Inward billing Fare accounting of passenger's ticket working on Citrix application for calculating correct fare.

Academic Qualification:

B.COM in 2013 from **KARNATAKA UNIVERSITY DHARWAD**