

## **Bharat Satya**

Sales and Account Manager

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To pursue a challenging career where in I can update and apply my skills to grow along with the organization.

### **Summary**

- 10 years of experience in complete sales and Account mining
- Associated with multiple verticals – BFSI, Oil & Gas, Retail and Communications Media & Entertainment (CME)

### **Competencies**

- End-End sales manager for technologies in Oracle, Microsoft & RPA
- Account Management, Channel and Product Sales

### **Experience**



TECHNOVERT

#### **TECHNOVERT**

Sales and Account Manager

(Sep 2019 – Till Date)

- Individual Contributor Role – Driving end-end sales
- Worked in USA and Europe territories for nurturing/farming accounts
- Built a pipeline of \$500k in 6months, closed 2 new logos
- Mining own accounts by identifying new opportunities in Microsoft technologies
- POC proposal to all potential prospects in RPA, PowerBI and AI/Machine Learning
- Driving mail and call campaigns for lead generation in Intranet products, Business Process automation and Sharepoint



Vigilant  
TECHNOLOGIES

#### **Vigilant Technologies**

Automation & Oracle Cloud Sales Manager

(June 2017 – Aug 2019)

- Generating new oracle cloud and Automation leads for USA market
- Blueprism certified developer and Sales enabler for USA and Europe regions
- Created and developed POC on BluePrism automation cases – Invoicing, Billing in Oracle FI
- Account Executive role in farming for new opportunities, generate quotes for named clients
- Work on New and existing oracle cloud account mining and cross-selling
- Closed \$200k in first 3 months of joining at Vigilant, piped \$2Mil of opportunities in 6months of the joining. Crossed \$1million sales goal for FY2018 (Oracle and Blueprism)
- End to End sales enablement with presales support for bids and RFP's
- Undergone Cloud training from Orade partners
- Worked with Oracle reps and regional directors in identifying and generating new business

#### **CoMakeIT**

Regional Sales Manager

(Jun 2015 – May 2017)



coMakeIT

- Responsible for driving end-end sales for UK/USA regions
- Closed 2 contracts for dedicated remote 4 developer teams in less than a year
- Drove 5 member lead generation team and implemented various inbound lead strategies
- Built a pipeline of \$4Mil for both regions by aligning sales and marketing efforts
- Worked on Campaigns for Leads – LinkedIn, Twitter, Virtual networking
- Hubspot certified sales and marketing

### **Core Services Corporation/SYNTAX**

Business Development Consultant  
(Jul 2013 – May 2015)



- Responsible for Oracle Cloud demand generation and account research across US – West
- Reporting to Business Development Director and a Regional Manager
- Participation in 2<sup>nd</sup> level of requirement based calls along with BDD and SME
- Pitching for all Oracle Users for Hosting options and evaluate the prospective leads with BDD for further follow-up's
- Extensive user of Salesforce and Oracle CRM
- Helped BDD to submit a RFP of \$2Mil in first 3 months of joining

### **Hitachi Consulting Corporation**

Business Development Executive  
(Nov 2010 – Jun 2013)



- Responsible for demand generation and account research across North American region
- Pitching for Oracle upgrades, ADI, AMS support technology based practices for multiple verticals across the region
- Reporting to North America(East based) Business Development Director
- Participation in 2<sup>nd</sup> level of requirement based calls along with BDD and SME
- Work closely with STG and Presales teams for multiple prospects
- Proactive interaction with marketing and sales teams for updates and references

#### **Achievements**

- I generated a pipeline of \$10 Million by 3<sup>rd</sup> month
- Consistently setup 4 C-level meetings for my BDD every month in 2011

### **Mahindra Satyam**

Business Development Executive  
(Oct 2009 – Oct 2010)



- Responsible for demand generation and account management across ANZ region
- Pitched SAP BI/BW, FICO based technology services to new prospects and existing clients
- Business Intelligence research and updates on all prospects
- Identification and segmentation of prospecting, industry-specific, Practice specific analysis and effective lead generation
- Reviews on the meetings with lead and campaigns with RM's and BDM's weekly
- Supported marketing teams with campaigns like FIFA 2010, SAUG

#### **Education**

- Graduated in Electrical and Electronics Engineering from JNT University in 2008
- Secondary Higher Education from Sri Chaitanya Junior College in 2004
- EMCSA VNX Solutions Specialist, License - EMC509787
- Oracle Cloud Sales Certification
- Blueprism certification scheduled