



## JAYADEV SATHIS

Strategic Account Management &  
Corporate Sales

Hi, I'm Jayadev. I come with almost 9 years of experience in Corporate Sales and Strategic Account Management. Has worked closely with senior management and decision makers in understanding their requirements and aligning it with what I could offer. I believe, I am more of a consultant than a sales guy. I always stick to those core values where I believe giving the client what is best for them over what makes more profit which will work in the long run. Transparency, accountability and genuine work ethics are key for me.

### EXPERTISE

- Trust Building
- Value Based Selling
- Skilled Negotiations
- Time Management
- People Skills
- Client oriented
- Adaptability
- Listening
- Tool based working

### EDUCATION

Master of Business Administration (2011-2013)

Kristu Jayanti College of Arts and Science – Bangalore  
Double Major – Marketing and Human Resources

Bachelor of Business Administration – (CA) (2008-2011)

Hindusthan College of Arts and Science – Coimbatore

Kendriya Vidyalaya No 1, Naval Base Kochi – (2008)

### EXPERIENCE

SENIOR ASSOCIATE, ACCOUNT MANAGEMENT

RAZORPAY, BANGALORE

Apr 2022 – Feb 2023

- Increase customer satisfaction by addressing challenges they are facing with respect to the product, understanding their domain and sharing inputs to use the product
- Deliver a proactive customer contact strategy including project plans to drive deployment, change management and product adoption
- Deliver continuous and routine communication with customers to develop manageable action plans to further and enhance the customer partnerships
- Be the customer's advocate for feedback and changes into the functional areas they impact
- Function as the voice of the customer and provide internal feedback on how we can better serve our business and customers
- Track accounts to identify churn risk and work proactively to eliminate that risk

SENIOR, CORPORATE SALES

TREBOUND, BANGALORE

Dec 2018 – Apr 2022

- Identify business opportunities through inbound sources
- Researching and analyzing current market trends
- Developing relationships with prospects
- Maintain relationships with clients by providing support, information, and guidance
- Identify product improvements or new products by remaining current on industry trends
- Managing team in absence of Senior Manager
- Preparing Monthly sales report for management team for forecast purpose
- Help digital marketing team align their marketing focus
- Coordinate with external vendors in listing their offerings to the client
- Getting empaneled with major companies for continuous and ease of business

## PERSONAL ACHIEVEMENTS

- 6 Sigma Green Belt Certification (2012)
- Pushed a start up company from a Rs10-15 lakhs billing to a 1 + crore revenue in a span of just 2 years
- Introduced merchant profiling for Razorpay which turned out to be really useful while pitching a product. us improve merchant profiling
- An idea suggested by me was picked up by the management team of Razorpay. (AI based onboarding)

## PERSONAL INTERESTS

- Aqua scaping
- Gardening
- Having a good open conversation
- A good family time in the mountains

## CONTACTS

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## INSIDE SALES MANAGER - EUROPE AND MIDDLE EAST

KNOWLEDGEHUT, BANGALORE

Oct 2017 – Nov 2018

- Sourcing new sales opportunities through inbound lead follow-up and outbound cold calls and emails
- Research accounts, identify key clients and generate more revenue
- Upselling products and services
- Maintain and expand the database of prospects within my assigned territory
- Prepare monthly, quarterly and annual sales forecasts
- Routing qualified opportunities to the appropriate sales executives for further development and closure
- Work closely with client's HR team in organizing in house trainings

## ASSISTANT MANAGER

THE FULLER LIFE

Jan 2017 – Oct 2017

- Identify business opportunities through inbound sources
- Developing relationships with prospects
- Research accounts, identify key clients and generate more revenue
- Upselling products and services
- Prepare monthly, quarterly and annual sales forecast

## SENIOR SALES MANAGER

WOWMAKERS DIGITAL MEDIA STUDIO

Aug 2014 – Oct 2016

- Lead generation through cold calls, email and LinkedIn searches
- Identify business opportunities in BFSI sector majorly
- Key Account Management
- Upselling products
- Work closely with senior management team to understand market trends and improvise accordingly
- Was involved in companies budgeting matters

## CORPORATE SALES

ZOPNOW

May 2013 – Jul 2014

- Identify business opportunities through outbound sources
- Offline marketing – Billboards, posters, area campaigns, newspaper ads, society-focused ads Etc.
- Worked with team to implement local supermarket tie-ups.
- Approach big companies in the market for grocery and stationery supplies

## INTERSHIP

### INTERN

FREEZE EXIM SEA FOOD

April 2013 – June 2013