

Space for  
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XXXXXXXXXX

GO-TO-MARKET STRATEGY CONSULTING AND IMPLEMENTATION | SALES & MARKETING | LEARNING & DEVELOPMENT | PRODUCT LIFE CYCLE MANAGEMENT

Mobile: xxxxxxxx | E-Mail: xxxxxxxx

LinkedIn ID: xxxxxxxxxxxxxx

I am xxxxxxx, a seasoned and result-oriented IT professional with over 2 decades of rich experience in sales and marketing management, learning & development, IT product life-cycle management & project management with prestigious organizations and multiple overseas exposures. My work experience spans across countries like India, Hong Kong, and Dubai.

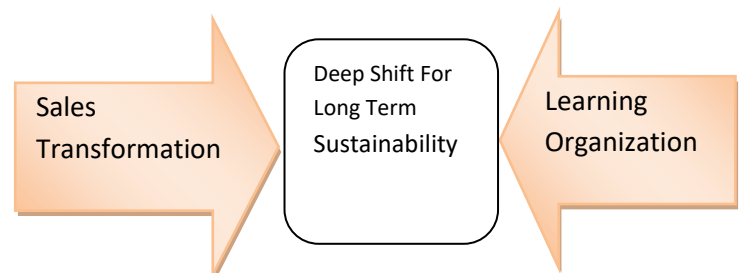
My career progression includes:

- Sales transformation, Implementation of Sales Enablement/ Go to Market Strategies – 3 years at xxxx.
- Management of Multiple IT Projects including product training – 4.4 years at xxxxx.
- Product Lifecycle Management, Product training – 2.3 years at xxxx and xxxx
- IT Professional services, solutions and Software - Direct Sales, Business Development and Account Managements including Relationship management with Customers and Major OEMs – 12.5 years at xxx Kolkata, xxxx Computers (Dubai), xxxx (Dubai), xxx Kolkata
- IT Services Marketing – 1 year at xxx, Hong Kong
- Software Application Development – 1 year at xxxxxxx, Kolkata
- My passion is to develop and manage sales force transformation initiatives, large training programs, and assessment mechanisms that align leaders to their strategy and build capacity/ capabilities to accelerate organisation's go-to-market capabilities.

### Are you experiencing?

- Challenges posed by Disruptive Innovations
- High cost of Sales
- Lengthy sales cycle
- Ineffective sales process
- High sales employee turnover
- Inadequate resources or technologies to support the sales force
- Slow order processing and invoicing
- Difficulty in measuring overall sales performance and costs
- Complicated sales rules
- Lack of Sales training

Finding lasting solutions to above issues requires a deep shift.  
This deep shift has two pillars



### Learning Organization

