



Jeevan Maringanti



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18

Years of
Experience

\$20M

P&L Handled

200

Headcount
Handled

\$5M - \$80M

Deal Size Handled

Core Competencies

Business Leadership

- Strategy & Execution
- P&L Ownership
- Customer Engagement
- Relationship Management
- Business Development

Sales Leadership

- Sales Operations
- Sales Strategy
- Pipeline Management(MBR,QBR)
- Knowledge Management
- Proposal Management

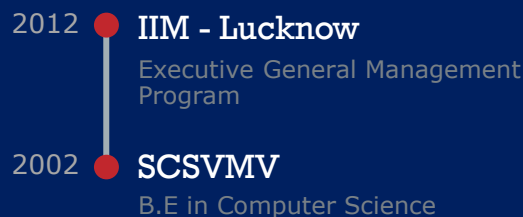
Customer Delivery

- Offshore GDC Management
- Product Management
- Project Management
- Quality Management

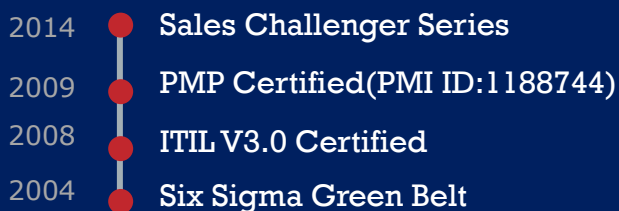
Career Progression



Education



Certifications



BIO

Birth Date
22-June-1980

Nationality
Indian

Role Fitment

Customer Success, Account Management, Delivery Management, Sales Strategy, Sales Operations, Sales Enablement, Business Analytics

Experience Summary

February – 2018 to Present | Organization: ForecastEra | Location: Hyderabad

Designation: Director – Sales Intelligence

- P&L Responsibility of Offshore team comprising of 30 Salesforce.com developers, 10 Tableau analysts and 5 Dev Ops developers
- SPOC for Customer Delivery, Product Development, Analytics and Demo Engineering Teams
- Spearheaded Global Deals of TCVs ranging from \$1M to \$5M from Offshore
- Established processes, Streamlined templates across SOW to product delivery

Jan-2017 to Feb-2018 | Organization: Ctrl-S | Location: Hyderabad

Designation: AVP – Sales Operations

- Setup CRM across the organization
- Setup sales process across territories, streamline lead to Opportunity closure process
- Strategized sales territories, channels across India and ME
- Defined organizational metrics, established management dashboards for CEO
- Established Key Account Management Plans across existing accounts
- Using KAM Plans, improvised the Upsell & Cross sell process
- Streamlined QBR & MBR meetings

Jan-2010 to Dec-2016 | Organization: CSC | Location: Hyderabad, US

Designation: Global Sales Operations Leader

- Worked with global sales teams across geographies in multiple complex sales cycles with TCV ranging from \$5M to \$100M across geographies like Americas, Asia, Middle East and Australia
- Lead Presales Team for Americas region, Knowledge Management, Customer Reference teams
- Built High Performance Sales Operations team to Collate, maintain and Analyze monthly global metrics for Sales leadership team
- Headed offshore Sales Operations team and played key role in migration of CRM from SAP-Pulsepoint to Salesforce.com CRM globally
- Conducted group, one-one training for sales teams globally on salesforce.com CRM

Mar-2008 to Dec-2009 | Organization: CSC | Location: Chennai, US

Designation: Portfolio Manager

- Setup Offshore Delivery Center for newly acquired logo
- Manage the P&L of newly setup ODC(\$20M)
- Successfully brought the entire portfolio into steady state within an year of ODC setup
- Headed 200 resources across the portfolio with the help of 10 project managers directly reporting
- Responsible for delivering various IT business initiatives across Portfolio
- Developed & streamlined quality processes across sub-portfolios using Six-Sigma methodologies, thereby improving Customer Satisfaction Survey Ratings