

Rahul Dev Swarnkar (https://www.linkedin.com/in/rahuldevswarnkar/)	Ahmedabad (Open to relocate)
A Leader Uplifting Organization in Growth Curve by setting up Vision, Strategy backed by Execution; Creating Value for Clients, Partners and Stakeholders	9833035370 / 8779765182 rahuldevswarnkar@gmail.com

I am looking for Exciting Leadership Opportunity with an Ambitious Business

- An Accomplished Strategic Leader with 13 years of exp. who understand Business, Technology, Finance, Process & People. I have not only added value to successfully running businesses but turnaround struggling business multiple times by identifying the real issues, be it Business Model, Sales, Channel, Product, Operation, Marketing, Product or Process. I have carried out the entire transformation, overcoming challenges to uplift organization in its growth curve
- A Sales Leader responsible for Revenue Target, Managing P&L, New Acquisition, Lead generation from Inside Sales & Marketing Team, Relationship and Account Management. An expert in Identifying New Revenue Stream, Pricing, Deal Structuring, Negotiation & Closure, Winning RFP & Bids, Driving new Initiatives. I have handled Target approx. US\$ 25 Million with track record of increasing Sales at Rapid Growth. **Sold Platform, Product, Solutions & Services** using various model e.g. **SAAS**, On Prime, Perpetual, involving **Cloud** or Enterprise Server hosting in **B2B & B2C**
- **Expert in Strategic Alliance, OEM Integration, Channel/Partner, System Integrators Eco System Development for Large Enterprise (Including Fortune 500 segment), SME/SMB/Mid-Market & Education Business Segments.** Global Exposure of Business/Partners from 80+ countries in MENA, APAC, USA & EU
- A leader who can think through Problems of CXO, Consult them fueling Innovation & Digitization, not just at an Org level but for entire group, create solutions and fitment and carry out transformation for all stakeholders to unlock value
- An **Industry 4.0** leader with expertise in Digitization, E-Procurement, P2P, Supply Chain, Cybersecurity, AI, Analytics, Risk Management, BCP, BFSI and associated Consultation, Thought Leadership & Business Transformation. Handled diverse profiles in Sales, Marketing, Strategy, Product, Delivery, Operations, Transformation & Vendor Management.
- A Leader who understands various dynamics and stakeholders' challenges, set up Vision, Strategy, GTM and Transformation Journey, Resolves Problems, Streamline Process and Motivate Team to achieve the best. Directly managed Multi-Geographically distributed team of 80+ Employees and 100+ Enterprise & SME Partners
- Specialized in enhancing & establishing Technology Products into newer markets, geographies, new revenue stream, enhanced business model & associated GTM especially with Startup's and Struggling or New Entrant Products
- **I have converted Covid19 Crisis into Opportunity** by Understanding Economical, Social, Behavioral & Geopolitical Impacts and all four phases (Respond, Reimagine, Reinforce and Rebound) of Recovery curve; launching **PAF** (Procurement Avengers Forum), **VAP** (VENDX Avengers Pack), Enhanced Product offerings & expanding geographical reach through Strategic Alliance & Channels, Re-Strategizing Positioning, Pitch, Branding & Business Model resulting into New Deals, Building Brand, Domain Expertise, Channel Ecosystem & outperforming competition
PAF is a unique online collaborative Thought Leadership Forum to Brainstorm the challenges with strong take away
VAP is Digitization solution for Challenges Brainstormed in PAF sessions & WFH needs of organizations
- I have utilized GFC (Global Financial Crisis) 2008-2009 to gain **Entrepreneurial exp. of 1 year**
- **Digitize & Transform APAC's Capital Market, Regulatory & Banking System, Auditors, Brokers & Organizations using XBRL from Regulatory Reporting, Corporate Announcement, Governance, Risk Management, Analytics, Data Modelling, Visibility, Compliance, Consolidation & Process Standardization perspective**
- Strategical, Analytical brain by virtue of being an **International Chess Player who holds FIDE rating of 1873**

Education

MBA (Finance) from SP Jain Center of Management, Singapore (Scored 98.86 percentile in CAT with 99.84 in Quants)	CGPA 3.32 out of 4 (83.2%)	2009
B.Tech (Electrical & Electronics) from National Institute of Technology (NIT), Calicut (IIIT Hyderabad AIR: 509; State Eng. Entrance Exam Rank: 41)	66.2%	2005

Technical Skills

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| <ul style="list-style-type: none"> ▪ AI, ML, Cloud, SAAS, XML, Data Analytics, Mobile Technology, XBRL | <ul style="list-style-type: none"> ▪ Windows, AIX, C, Java, Dot Net, VB, Oracle DB2, SQL | <ul style="list-style-type: none"> ▪ MS Office, Excel, PPT, MPP, Visio, CRM, Jira, Social Media, Agile, SDLC, Scrum |
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Expertise

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| <ul style="list-style-type: none"> ▪ Sales ▪ Strategy and Business Transformation ▪ Channel, Partner and SI Management ▪ OEM & Strategic Alliance ▪ Bid Management ▪ Account Management ▪ Budget, Revenue and P&L Management ▪ Marketing ▪ Inside Sales ▪ Presales ▪ Product Management ▪ Delivery Management ▪ Project Management ▪ Business Analysis ▪ Operations & Risk Management ▪ Software Development | <ul style="list-style-type: none"> ▪ Digitization ▪ Procurement ▪ Supply Chain ▪ Cyber Security (End Point, EMM, UTM, UEM & Network Security, Mobile Security) ▪ Business Continuity ▪ BFSI ▪ Capital Market ▪ Portfolio Management ▪ Wealth Management ▪ Trading & Risk management ▪ Regulatory Reporting ▪ Clearing and Settlement ▪ Reconciliation ▪ Collateral Management ▪ Corporate Action | <ul style="list-style-type: none"> ▪ Entrepreneurship ▪ Leadership ▪ Strategic Planning & Execution ▪ Deal Structuring & Negotiation ▪ Analytical & Problem-Solving Skills ▪ Consulting ▪ Start-up, Turn Around ▪ Innovation (New Market, Revenue Stream development) ▪ Relationship & Team Management ▪ Process, Cost & Quality Improvement ▪ Crisis & Turnaround Management ▪ Ability to learn and perform ▪ Stakeholder Management ▪ Transformation & Transition |
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Career Summary

Vice President, Sales and Marketing	MavenVista Technologies Pvt. Ltd.	July 2019 – Till Date
<p>Leadership Role reporting to Founder, Spearheading Sales & Marketing along with Org wide Decision Making</p> <ul style="list-style-type: none"> ▪ Vision: Setup Org Vision for Sales Growth, Product, Process, Region, Business Model & People Development (i) Global Expansion Plan (ii) Inorganic Growth Model via Channel/Partner and Alliances (iii) Product Enhancement using both Organic and Inorganic Approach (iv) Brand, Chapters, Best Practice Board & Thought Leadership Promotion ▪ Strategy: Setup Strategical plan to achieve Visions along with taking care of current activities & Sustainability (i) Geography identification, GTM plan, Website revamping & Competition tapping (ii) Created Unique Business Model and Pricing Mechanism (iii) Setup Partner & Alliance Mechanism (iv) Created Strategic Documents (v) Matrix & Analytics <p>Transformation: Org restructuring & Transformation based on Vision, Skills Requirement, Market Size & Budget</p> <ul style="list-style-type: none"> ▪ Represented Organization in Marketing Events like Procurement Tech Summit & Award 2019 at Mumbai ▪ Large Enterprises, 1,50,000 Vendors/Suppliers across 70+ countries from Cement, Pharma, Chemical, Automotive, Retail, FMCG, Textiles & BFSI industries are using entire P2P e.g. Vendor Portal, Sourcing (Direct & Indirect Material, Capex and Services including E-Auctions), Logistics & Payment tightly integrated with ERP) <p>Achievement: I am navigating organization to turn Covid19 crisis into opportunity and adding new logos</p>		
Head Presales	Quick Heal Technologies Ltd.	Aug 2018 – July 2019
<p>Spearheaded Growth, New Revenue Stream, Process, Product & Channel Improvements of all Global Business Units (Sales, Presales, Inside Sales, Renewal, CRM) across all Business Verticals (Enterprise, SME, International, Government, Education, Consulting and Certification)</p> <p>Presales: Streamlined Process, Managed operations (Demo, POC, RFP, MR, Training, CXO Meet etc.) efficiently. Setup KRA, Consulting, Domain Knowledge and Thought Leadership establishment to rebuild and strengthen the department</p> <ul style="list-style-type: none"> ▪ Lead Partner Engagement Programs (PEP), Strategic Alliance, OEM Integrations, Channel and Certification <p>Inside Sales (IS): Managed Lead generation Process, Hiring, Training, KRA, Pitch, Operation, DB procurement including P&L</p>		

▪ Innovated program of Partner Lead and enablement of their IS team for pitching our offerings. Managed 3rd Party Leads
Achievement: Identified New Revenue Streams of ISPs (Internet Service Providers) Alliance by Bundle Offerings

Manager Presales

CyberTech System and Software Ltd.

Dec 2014 – Aug 2018

Turnaround the Business by improving Product, Operational, Strategical Excellency & Motivating Team

- I have turned around the sales of Risk Visibility Solution® offering after my joining from 0 client in its first 3 years of Go-Live to India client base of 75+ and Globally 200+ fortune 500 companies (Facebook, Cisco, Bank of America, Boing etc.) as our clients in collaboration with Partner with 100% Client Retention in 3 years of my tenure.
- Increased output 12 times, Automate to Man plus Machine increasing 200% Efficiency & Managed 24*7 operations
- Strategy: Strategies new ways to sell the same content in different ways maximizing revenue
- Product: Enhanced the Product by mixing GIS and BCP Domain, making it the only Product which provides configurable Real-Time Relevant Situational Awareness Alerts as per Asset Location with Visible interface on Maps
- Recognition: Received Best performer Award 2016-17 for Risk Center in CyberTech

Project Manager

IRIS Business Services Ltd.

Feb 2011 – Feb 2014

Revolutionize Capital Market & Expanded Business in India & APAC. Developed end to end XBRL Product suits Digitized & Developed first XBRL Taxonomy, Data Analytics Platform with Multilingual Framework, Setup Thought Leadership XII (XBRL International) Middle East Chapter & XBRL Best Practice Board

Ministry (MCA), Central Bank (RBI), Regulators (ESCA, ACRA, CMA) Stock Exchanges (NSE, BSE, Tadawul, ADX, DFM), Auditors (Including Big4), CFO & Brokerage firms in UAE, Saudi, India, Singapore got Digitized Regulatory Reports, Pure Data, first XBRL Taxonomy and Long-Term Capital Investment, resulting into booming Economy

Conceptualized & Owned XBRL Product suit (iFile, iAxe, iWeb, iWiz, DCP) with P&L Management, Expanded Business, Played Evangelist Role, Bid, Transition & Vendor Management (Including Big 4), Implementation in India, MENA & APAC

- Revenue: Grew Business to 35 Cr INR per annum from India and APAC from 3 Cr in 3 years' time

Recognition: UAE XBRL Implementation was project of Pride and first ever such implementation in MENA.

Achievement: Received iStar 2012-13 Award in IRIS Business Services Ltd.

Senior Business Analyst

Wipro Technologies

Oct 2010 – Feb 2011

Participated in Scrum helping technical team, explaining domain & product functionality for iFast (World no 1 Product for Transfer Agency, Capital Market, Security, Trading, MF and Depository) for BFSI Clients (IFDS, State Street Bank)

Business Analyst

National Stock Exchange (NSE) IT

Apr 2010 – Oct 2010

Played roles of **Product Manager, Presales Manager and Business Analyst** for Ensettle (Middle cum Back Office, Clearing and Settlement Product) for BFSI clients (Citi Treasury, NSCCL, ABN, JPMC, Deutsche, Kotak, SBI & ICICI etc.)

Recognition: Received Appreciation from Chief Delivery Officer for turning Product Profitable for the first time

Achievement: Conceptualized and design SLBS flow when it was introduced for the first time in India by NSE

Founder and CEO

Ramakant Securities

May 2009 – Apr 2010

Business Partner of Religare Securities. Client Acquisition, Risk Profiling, Wealth Management & Trading were key tasks

Achievement: Setup livelihood for family in recessionary times & grew AUM to 4 Cr within 1 year

Software Engineer

IBM India Private Ltd.

Aug 2005 – Apr 2008

Software Development, Database Design in Multi-geography distributed team structure for BFSI & Telecom (AT&T) clients

Achievement: Secured a place in IBM's magazine in achiever's section published in May 2006 and won "Bravo award" in IBM for excellent performance in 2006