SHYAM.S

Business Growth Catalyst – Regional Sales Management | Business Development

Positioning of IT solutions within B2B, OEM & Tech Alliances Companies

UAE, Qatar, Bahrain

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PROFESSIONAL SUMMARY

Well-experienced Business Development Manager with unmatched leadership to manage and lead all aspects of Enterprise Software Sales, techno commercial strategy, and Regional/Global business expansion. Over 12 years of progressive career with leading organizations and handling a multi-crore portfolio of products across GCC and India

➢ **Currently having a Pipeline of over $2 Million**
➢ Key Clients– EXPO City , Nakheel, DAMAC, Al Futtaim, Al Yousuf, Emirates hospital, Al Naboodah, ACWA, Al Gurg, SAFEER, DHA, RAK IGA, IFFCO, AW Rostamani, Dubai Taxi.
➢ Record-breaking dealmaker who consistently exceeds revenue and deal volume targets in IT Sales
➢ Revenue growth accelerator with an entrepreneurial spirit and record of generating new business opportunities and interfacing with industry-leading OEM Clients, Channel Partners, B2B and market leaders
➢ **Valid UAE Driving License**

LEADERSHIP SUCCESS HIGHLIGHTS

– Directed market-leading go-to-market (GTM) strategy, scaling up the organization's value proposition and sales excellence

– Built a strong pipeline of business owners, consultants, channel and OEM partners, opening new business avenues

– Acted as a principal driver to advocate and promote IT solutions for government, public sector, manufacturing, banking, automotive, and BFSI

– Spearheaded successful product launches, driving revenue growth and entering new markets

– Optimized customer interactions to maximize value and enhance customer satisfaction

– Crafted compelling proposals to secure new clients

– Boosted lead generation by over 50% by training and developing a team of inside sales representatives

Enterprise Solutions and Services Handled

• SAP and Oracle
• Business Intelligence / Analytics
• Digital / Portal/ Mobile App
• Sales Force (SFDC)
• RPA (Automation Anywhere)
• Low Code/ No Code (Kony)
• Enterprise Cloud Computing
• Cybersecurity Solution
• Custom Application

EXECUTIVE WORK EXPERIENCE

Techcarrot FZ LLC- UAE	**Jul 2023 – till date**

Business Development Manager
Business Lines: SAP, Oracle, RPA, Cloud, Portal, Mobile Apps, Low Code / No Code

• Complete Responsibility for Sales of IT Solutions and Sevices across UAE.
• Responsibility for end-to-end Sales and Customer acquisition.

FINESSE Technologies – UAE	**June 2022 – Apr 2023**

Business Development Manager
Business Lines: Qliksense, RPA (Automation Anywhere), Treasury, Cloud, Cybersecurity Solutions and Services
Key Deliverables: Sales/ Business Development | New Market Pioneering | Client Relationship Management | OEM & Channel Management | Cross-Functional Team Leadership | Connect and Engage with C-Level Executives/decision-makers

Committed to creating an engaging work environment that encourages growth and development, and provides training to maximize sales and operational efficiency

↻ **Fueled USD 2 million** of projected revenue growth (2022) following successful channel and business partnerships

▪ Developed new markets and acquired 10+ new accounts in a single year.
▪ Achieved 25% increase in Sales through all commercial activities including solutions design, price positioning, contract negotiations, budget allocation, product launches, and trade shows - earning a reputation for closing near-impossible deals

- **Initiated innovative strategies** to create demand, increase visibility & sales, reduce costs and be the vendor of choice
  - Supported integrated marketing via product demonstrations, and promotion of product lines at trade shows and events
  - Devised cross-selling campaigns and programs; conducted competitor analysis to trigger strategic moves to achieve market share metrics

- **Inspired team** to bring their A-game all-day
  - Hold and directed sales meetings; analyzed and reported on monthly sales outcomes
  - Product knowledge training to transform the internal and external teams from sellers to client partners
  - Trained and developed a team of Inside Sales Representatives, increasing lead generation by over 50%

SAVIC Technologies – SAP Platinum Partner -GCC Region   Dec 2020 – May 2022
Business Development Manager
Products Handled: SAP, Cloud, RPA Solutions and Services.

- Achieved 115% of the annual sales target in the region within 8 months of taking up the role
- Successfully developed and implemented a new sales strategy that increased market share by 25%
- Led a team of Inside sales representatives and achieved a 25% increase in sales
- Established relationships with key stakeholders in the IT industry and secured long-term contracts
- Negotiated and closed major deals with major companies in the region
- Created and implemented an effective training program for new sales representatives

PREVIOUS EXPERIENCE

Industrial Application Software Ltd (Dubai)   **Sep 2018- Oct 2020**
Business Development Manager - SAP, ERP, HRMS, Analytics and Mobility Solutions

Mindteck Ltd   **Apr 2015 - Aug 2018**
Business Development Manager - SAP, SharePoint, Mobility, Custom Application and Technology Solutions

Mannai Corporation- Qatar   **Feb 2011- Mar 2015**
Business Development Manager - Oracle Application and Technology Solutions

Wipro Ltd   **Jun 2008- Jan 2011**
Business Development Manager (South) - SAP, Oracle, CustomApps, and Consulting Services

Ramco Systems   **Dec 2006- Jun 2008**
Business Development Manager - ERP, Supply chain, Business Intelligence solutions

ESolutions Ltd   **Jun 2001- Dec 2006**
Business Development Manager - ERP, Supply Chain, Retail, and Trading solutions

Notable mention:
- Achieved over 100% growth in regional sales revenue through new customer acquisition.
- Successfully secured first orders from numerous prestigious clients, resulting in repeat business.
- Captured multiple major deals from a competitor account through consultative sales approach.

ADDITIONAL INFO

Education : **Post Graduate Diploma in Management** (Equivalent to MBA) with dual specialization in Marketing and Systems from Amrita School of Business, Coimbatore.
       B.E. in Electrical & Electronics Engineering from Dr. M.G.R. Engineering College (Madras University)
Languages: English , Tamil , Hindi