

JAGAN A

Experienced IT Sales Professional

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SUMMARY:

Experienced IT sales professional who has consistently surpassed sales goals for more than 9 years. Proficient in establishing long-term client relationships, managing sales teams, and customizing IT solutions to efficiently meet client requirements. Skilled in leveraging extensive product knowledge and market trends to capitalize on opportunities and achieve organizational objectives. Known for securing partnerships, increasing revenue, and earning accolades such as The Performance Prodigy and The Star Performer Awards.

AREAS OF EXPERTISE:

- Comprehensive Product Knowledge
- Market Analysis, Research, and Lead Generation
- Sales Cycle Management and Pipeline Development
- Solution Selling and Strategic Account Management
- Negotiation, Closing, and Client Relationship Management
- Presentation and Communication Skills
- Sales Team Leadership and Collaboration
- CRM Software (Zoho & getFieldy)
- Data Analysis and Reporting
- Social Selling and Networking
- Contract Negotiation and Management

WORK EXPERIENCE:

Senior Manager - Business Development (USA)
[Zaigo Infotech Software Solutions](#) | Jan 2021 – Present

Key Responsibilities:

- Identified and targeted potential clients in USA & India, expanding the client base.
- Conducted research to generate high-quality leads for software, web and mobile development.
- Crafted compelling sales proposals presentations, boosting proposal acceptance rates by 25%.
- Demonstrated SaaS products with a remarkable 40% demo conversion rate.
- Managed and inspired a team of 6 BDEs exceeding sales targets by 20%.
- Collaborated with delivery and technical teams, streamlining project turnaround time by 15% and reducing error rates by 20%.
- Negotiated contracts and agreements, securing partnerships with clients and partners.
- Actively participated in industry meetings, sales events, and continuous training sessions to enhance sales strategies.
- Provided data-driven reports and feedback to management, leading to a 10% increase in overall sales performance.

Achievements:

- Generated over **\$500000** in revenue and closed more than 10 significant deals within a 3-year period.
- Successfully managed key accounts, enhancing client retention by an impressive 50%.
- Recognized with The Performance Prodigy Award in 2023 & The Star Performer Award in 2022.
- Promoted from Business Development Manager to Senior Manager for the international market within 3 years.

Business Development Executive (South India)

Atarw Technologies Private Limited

(A subsidiary of Quest Informatics Pvt Ltd) – Bangalore | Sep 2014 – Jun 2020

Key Responsibilities:

- Managed the entire sales cycle for potential clients, ensuring seamless communication and follow-up.
- Evaluated customer requirements and delivered compelling product demonstrations to showcase value propositions.
- Strategically planned and organized daily activities to optimize sales opportunities and maximize potential.
- Cultivated and nurtured successful business relationships with prospects, ensuring long-term engagement.
- Managed booths at exhibitions to increase sales and bring in new customers.
- Collaborated closely with the marketing team to produce targeted sales collateral for the intended market.

Achievements:

- Established strategic partnerships with the Central Government and Defence sector, becoming the exclusive IT provider.

ACADEMIC QUALIFICATION:

- MBA (Finance & Marketing), Rajalakshmi Engineering College, 2012 – 2014
- B.E (Computer Science and Engineering), Dhanalakshmi College of Engineering, 2008 – 2012
- HSC (Computer Science), Don Bosco Matriculation Higher Secondary School, 2008

No History of Arrears