



Summary

Results-driven professional with ~8 years of experience leading high-impact B2B initiatives, cross-functional collaboration, and stakeholder engagement. Proven expertise in driving alignment across sales, operations, and finance teams, program rollouts, CRM implementation.

Professional Experience

Manager | Saint Gobain India Pvt. Ltd-Glass Business | Mumbai

- Led a team of 4 to manage sales pipeline of ~40 Cr for high-value interior glass products across diverse project segments.
- Managed stakeholders across 75+ key accounts and engaged with top management of these accounts to upsell and generate cross selling opportunities.
- Managed 6 dedicated channel partners for the product line, ensuring their timely invoicing, payment collection and dispatches by liaising with the finance and the operations team.
- Led the CRM system enhancement initiative as part of the company's digital transformation program; collaborated with operations, finance, and sales teams to define requirements and develop standardized SOPs—improving cross-functional alignment and system adoption.
- Collaborated with the marketing team to design and roll out 3 targeted campaigns aimed at improving product penetration, brand management in key accounts—contributing to increased account engagement and pipeline growth.
- Achieved 15% YoY growth for the product with 30-40% gross margin through price management strategy across customer segments.
- Generated revenue of ~25 Cr (90% achievement against the budget) with 40% price premium against competition by getting BOQ specifications by developing relationships with the key accounts.
- 5 new OEM customers onboarded with a ~20% price premium against stiff competition from local producers. Worked out pricing and pitching strategies with the marketing team to convert the price-sensitive OEM market segment. 2 Cr+ revenue generated through these new customers.
- Spearheaded product launches in 40+ new key accounts to increase market penetration and increase customer conversion.
- Strategized and achieved product specification with ~10 Cr sales potential for H1 2025

Key Accounts Manager | Saint Gobain India Pvt. Ltd-Glass Business | Mumbai

- Managed 50+ Key Accounts in the assigned geography to drive sales of value added exterior glass products
- Engaged with the stakeholders from the key accounts along with the technical team to propose optimum glass products as per the technical requirements for the projects.
- Worked in tandem with sales team of the channel partners for lead generation and improve market penetration.
- Generated revenue of ~25 Cr (100% + achievement against budget in all years), contributing 20-25% contribution
- Collaborated with the IGBC Core Committee members to drive green building campaign across 20+ key accounts
- Brought down project loss to competition from 40% in 2020 to 10% in 2023 by developing a strong relationship with key accounts and securing a 15% price premium over the competition.
- Achieved 140% growth in the assigned geography in 3 years after drop in sales during COVID
- 2000+ team members from key accounts trained via technical intervention to upsell the products.
- Increased average product price by ~20% by managing the product portfolio across various project segments and adopting consultative selling approach to upsell the products.

Assistant Manager | OTIS Elevator (India) Ltd. | Pune

- Managed sales of high value elevators and escalators in residential and commercial projects across Pune and Aurangabad regions and improve market penetration.
- Generated ~45 Cr+ in revenue over 2.5 years through advance payment of new orders and collecting post order payments.
- 30% YoY for 2019-2020 achieved by increasing market penetration and tapping into new accounts.
- Converted back 8-anti OTIS accounts that were lost to competition.
- 120+ existing contracts managed by liaising with factory and field operations team for timely order execution.

Graduate Engineering Trainee (India) Ltd.| OTIS Elevator (India) Ltd. | Pune

- Underwent company training in business verticals of OTIS Elevators from 2017-2018, generating 800+ sales leads, revamping 40+ marketing collaterals, suggested process improvements for inventory management at the project sites.

Education

- BE (Hons.) Mechanical Engineering & Msc (Hons.) Biological Sciences– BITS Pilani | India

Accomplishments and Awards

- Won Manager of the Month award for July 2024 for highest KRA achievement.
- Won Best Key Accounts Manager award for H2 2022 and H1 2023 for highest KRA achievement.
- Selected for the ‘Gateway to Leadership’ programme within Saint-Gobain for high-performing and high-potential managers identified to take up bigger leadership role

License & Certifications

- KPMG Lean Six Sigma Green Belt
- Indian Green Building Council (IGBC) Accredited Professional
- CFA Level 1

Co/Extra-curricular

- Cell Head, Events, Student Alumni Relations Committee (SARC), IIM Ahmedabad
- Cell Head, Project Management, Forum For Industry Interaction, IIM Ahmedabad