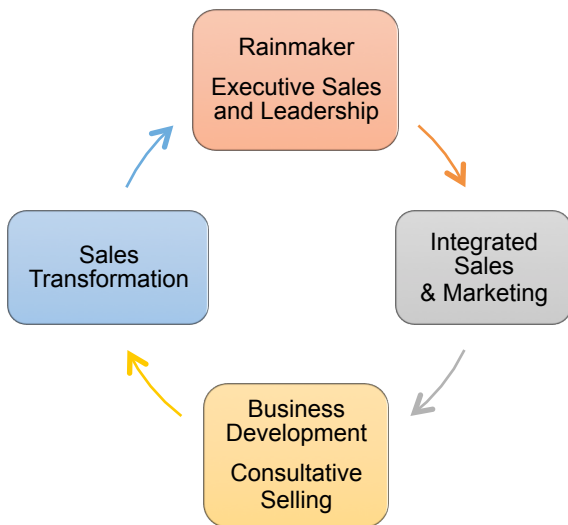


# Snehal Shah

## SALES LEADER & “Revenue Growth Architect” – Leading You into the Future!

Energetic, Global leader with extensive experience selling Consulting, Business Process Solutions, Staffing, IT, Outsourcing and CXO strategies. Transformational leadership of 225-strong teams, comprising sales, marketing, client services, customer service, channels, and management consulting. Four sales awards and highest rating sales executive for two companies. Biggest contract in the history 2 different organizations - \$140M and \$123M.



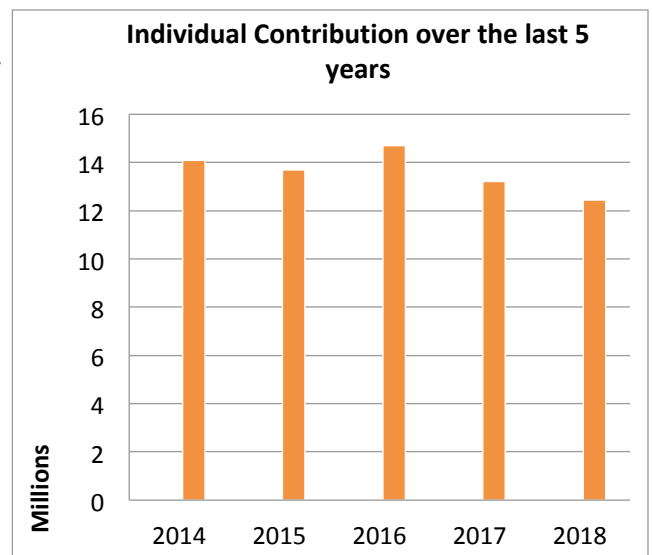
## VALUE PROPOSITION

I am a strategic-minded individual with a keen sense of competitive intelligence and market analysis. I adapt quickly to new markets, services, and products. I have a deep and varied sales and marketing background that has prepared me for whatever new challenges lay beyond the horizon. Highly experienced in driving sales initiatives to boost sales to meet objectives, I **WILL** outperform others and surpass my goals. I have a proven ability to work independently and in a team setting with equal ease.

I will bridge the gap between the **Sales, Marketing, Operations,** and **Finance** to achieve what was once thought impossible ... Together!

## SELECT ACHIEVEMENTS

- **Transformational** Sales Leadership leading to biggest contracts in the history of 2 different organizations: \$140M and \$123M.
- **Led Net New** Business Development through sales growth initiatives generating \$170M+ within a 6-year period through channels, customer service, marketing, inside & outside sales.
- **Targeted Market Growth** by leading a strategy for the lagging mid-cap enterprise market. Closed multiple opportunities totaling \$80M+, achieving 135% of plan in addition to growing the pipeline.
- **Secured** several late-stage wins against major competitors, including a \$35M managed services opportunity and a \$70.3M win.



## PROFESSIONAL EXPERIENCE

Metasys	2018-2019
Pitney Bowes	2016-2018
Neusoft America	2011-2016
Manpower	2009-2011
WNS Global Services	2006-2009
Satyam	2002-2006
IBM Global Services	1995-2002

## EDUCATION

Master of Business Administration (MBA), Georgia State University, 1995  
Bachelor of Science, St. Xavier's College, 1991



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