

# SNEHAL SHAH

Atlanta, GA

Snehal Shah was most recently Sr. Vice President for Metasys, where he ran Sales, Client Services and Marketing.

- Developed both strategic and tactical channels to drive aggressive and profitable growth. Typical deal sizes are in the range from \$100k to \$15M.
- Owned sales plans, sales process, lead generation, pipeline management, CRM and sales support, communication channels, executive alignment, forecasting, marketing design and implementation.
- Designed and successfully implemented collaborative business approaches, providing focused, practical and direct support and advice - analysing complex scenarios and agreeing a roadmap forward.
- Delivered business and sales transformations in complex customer environments.
- Developed and Providing hands-on Executive leadership to sales, client services and marketing teams.
- Set a high quality bar, and delivering P&L, revenue and margin commitments.

**SALES  
MARKETING  
PROSPECTING  
STRATEGY  
BUSINESS  
LEADER**



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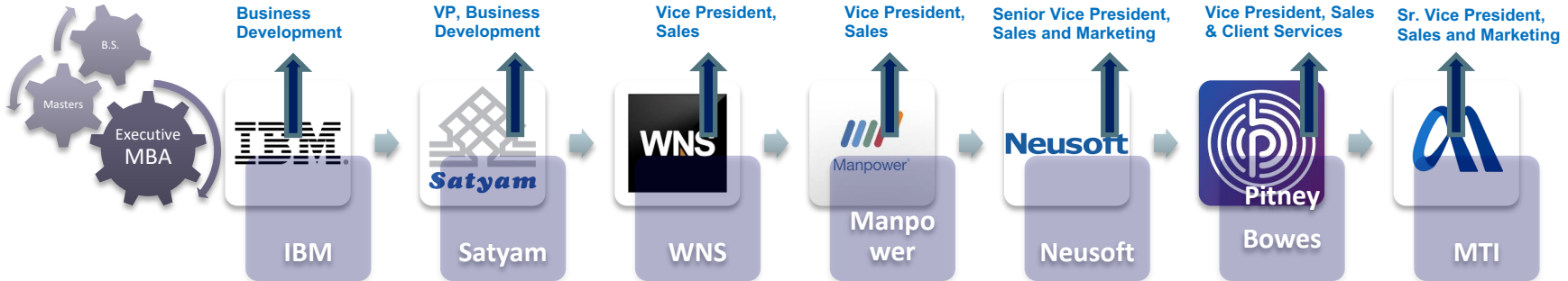
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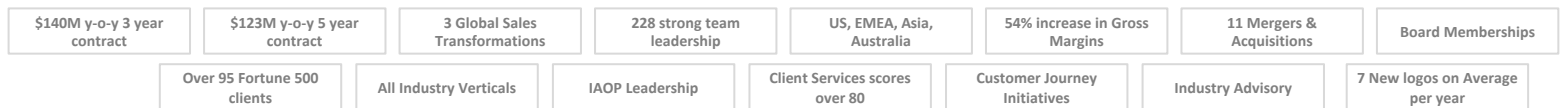
**Sales** Sales Transformation Integrated Sales & Marketing Business Development Account Management Lead Generation & Prospecting Client Services Tactical Execution Hiring / Recruiting

**Leadership** Metrics Recognition & Rewards Coach, Mentor Forecasting, Pipeline Management Vision Executive Leadership Strategic Leadership

**Other Key Areas** Sales Planning CRM Consultative & Solution Selling Marketing Channel Sales

**Business** P & L M&A Alliances & Partnerships Revenue based Marketing

## Landmarks



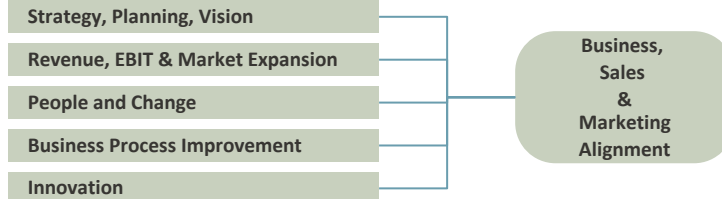
## Some Key Clients



## PERSONALITY

- Courageous with a Purpose
- Effective Communicator
- Negotiator
- Bringing it All Together
- Approachable & Accountable
- Detail Oriented
- Creative Problem Solver
- Structured Thinker
- Determined
- Perseverant
- Generous
- Passionate

## SKILLS



## IMPORTANT TO ME

