

JAWAHAR SINGH

Sales Leadership & Business Development

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Jawaharmrt85@gmail.com

Seeking a senior leadership role to leverage my skills in driving revenue growth, expanding market share, and building high-performance teams in a forward-thinking organization.

Location Preference: Delhi NCR, Pune & Mumbai LinkedIn Profile: www.linkedin.com/in/jawahar-singh-3240a13a

Education

Jan 2026-Dec 2027: Pursuing MBA in Gen AI & Product Management from Indian Institute of Technology Patna.

2019: M. Phil in Marketing Management from Mats University Raipur

2014: MBA in Marketing & International Business from Dr. APJ Abdul Kalam Technical University Lucknow (Formerly UPTU)

2025: Fortinet Certified Associate & Fundamentals in Cybersecurity.

2025: Certified SASE Sales Specialist by Versa Networks

2024: Microsoft Azure Fundamentals AZ 900 Cloud Certified.

2024: Independent Director Certification by IICA (Run by MCA).

Core Competencies

- ⌚ B2B Sales
- ⌚ Key Account Management
- ⌚ Channel Partner Management
- ⌚ Enterprise Solutions
- ⌚ Telecom & SI Sales
- ⌚ Customer Acquisition
- ⌚ Strategic Business Development
- ⌚ Team Leadership
- ⌚ Revenue Growth
- ⌚ Operational Excellence
- ⌚ SaaS & Cloud Solutions
- ⌚ Cyber Security Solution Sales
- ⌚ Cross-Selling & Upselling
- ⌚ Channel Ecosystem Development
- ⌚ Market Penetration
- ⌚ Sales Strategy & Planning

Profile Summary

- ⌚ **Dynamic Sales Strategist and Growth Facilitator with over 17 years of extensive expertise in B2B sales**, consistently surpassing revenue targets and driving market expansion at the zonal level.
- ⌚ **Industry Exposure:** Telecom, Banking & Insurance sectors
- ⌚ **Proven Leadership in Channel and Ecosystem Development**—instrumental in launching and scaling SMB segments, building high-performance teams, and establishing strategic partnerships to optimize operational efficiency and revenue streams.
- ⌚ **Expert in Enterprise Solution Selling and Customer Acquisition**, adept at orchestrating multi-product portfolios including cloud services, IoT, and managed internet solutions, with a focus on cross-selling, upselling, and customer retention.
- ⌚ **Strategic Business Architect with a demonstrated ability to lead large cross-functional teams**, streamline processes, and implement innovative operational platforms that contribute to exceeding Annual Operating Plans (AOP) and accelerating top-line growth.
- ⌚ **Recognized for Excellence and Innovation, with multiple awards**, reflecting a consistent track record of delivering outstanding results.
- ⌚ **Robust experience in devising go-to-market strategies, market penetration, and stakeholder management**, enabling a holistic approach to business development and revenue optimization.
- ⌚ **Success at leading and managing high-performing teams of up to 75 members**, driving strategic initiatives, ensuring operational excellence, and fostering collaboration across functions."

Achievements

Reliance Jio Infocomm Ltd.

- ⌚ Recognized for achieving the highest revenue achiever in FY 2023–2024.
- ⌚ Attained national recognition for driving maximum Jio-Air Fiber sales across India in 2024.

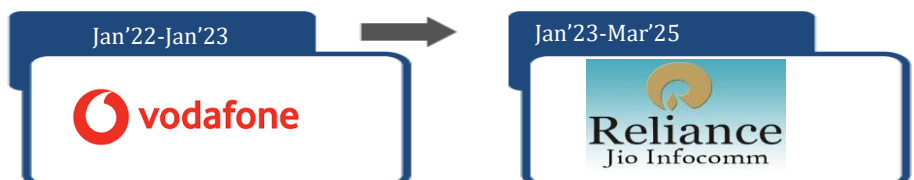
Vodafone India Ltd.

- ⌚ Honored with the Star Performance for outstanding regional performance.
- ⌚ Received special recognition for exceptional productivity and maintaining lowest manpower churn.

Tata Teleservices Ltd.

- ⌚ TTSL on the Spot Award
- ⌚ TTSL Hi FLY Award (Bangkok Trip)
- ⌚ TTSL Hi Flier Award
- ⌚ 1st Position in the west India

Career Timeline



Work Experience

Mar 2025 – Till date, AGM Strategic Account Manager
Ishan Technologies Pune

KEY RESULT AREAS

- ⊕ **Business Development & Market Penetration:** Drove enterprise customer acquisition and market expansion for a diverse portfolio including SIP Trunks, Managed Internet Lease Line, Standard ILL with DDoS Protection, MPLS, Microsoft Azure Cloud, IoT over MPLS, Cloud computing IaaS, PaaS, SaaS, Cybersecurity Solutions, SDWAN, ZTNA, SASE, SSE, OEM Engagement, System Integration Engagement and AI Based Solutions Sales.
- ⊕ **Expert in Enterprise Solution Selling and Customer Acquisition,** adept at orchestrating multi-product portfolios including cloud services, IoT, and managed internet solutions, with a focus on cross-selling, upselling, and customer retention.
- ⊕ **Strategic Account Planning & Risk Mitigation:** Led strategic business planning and account segmentation efforts, identifying high-risk churn accounts and high-revenue opportunities to position customized enterprise solutions.
- ⊕ **Cross-Functional Collaboration & Service Delivery:** Coordinated with internal stakeholders to ensure seamless service delivery, network upgrades, proactive service assurance, and efficient collections management.
- ⊕ **Strategic Business Architect with a demonstrated ability to lead large cross-functional teams,** streamline processes, and implement innovative operational platforms that contribute to exceeding Annual Operating Plans (AOP) and accelerating top-line growth.
- ⊕ **Sales Operations Management:** Managed end-to-end sales operations within the assigned business vertical & geographies.
- ⊕ **Performance Monitoring & Process Optimization:** Conducted structured business reviews and performance audits with teams to ensure alignment with KPIs, optimize productivity, and implement corrective action plans.
- ⊕ **Revenue Growth & Customer Success:** Drove EPPC (Enterprise Product per Customer) growth through strategic cross-selling and upselling initiatives, enhancing customer lifetime value, retention, and brand loyalty.

Jan 2023 – Mar 2025, Deputy General Manager Sales
Reliance Jio Infocomm Limited, Pune

KEY RESULT AREAS

- ⊕ **Business Development & Market Penetration:** Drove enterprise customer acquisition and market expansion for a diverse portfolio including Jio Fi, Jio Postpaid, Jio Prepaid, Jio Phones, SIP Trunks, Managed Internet Lease Line with DDoS Protection, Jio Business Solutions, MPLS, Microsoft Azure Cloud, IoT over MPLS, Cloud computing IaaS, PaaS, SaaS, Cybersecurity, SDWAN, ZTNA, SASE, SSE, OEM Engagement, System Integration Engagement and AI Based Solutions Sales.
- ⊕ **Talent Acquisition & Enablement:** Oversaw the recruitment, onboarding, training, and capability development of Team Leaders, Channel Partners, and Direct Sales Executives to build a high-performance sales organization.
- ⊕ **Team Leadership & Performance Management:** Led and mentored a multidisciplinary team comprising CSMS, JSO, individual JBAs, and their FOSs, actively managing their performance, skill enhancement, and knowledge enablement.
- ⊕ **Channel & Partner Development:** Onboarded system integrators and local ISPs as Jio Business Associates, driving bulk bandwidth and broadband sales while expanding partner ecosystems.
- ⊕ **Sales Operations Management:** Managed end-to-end sales operations within the assigned business vertical & Geographies, supervising 6 ESMs & 4 CSMS, 54 Direct Sales Executives, and 24 Channel Partners to consistently achieve revenue and growth targets.
- ⊕ **Performance Monitoring & Process Optimization:** Conducted structured business reviews and performance audits with teams to ensure alignment with KPIs, optimize productivity, and implement corrective action plans.
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Jan 2022 – Jan 2023, AGM Technical Account Manager
Vodafone India Limited, Hyderabad

KEY RESULT AREAS

- ⊕ **Business Development & Market Penetration:** Drove enterprise customer acquisition and market expansion for a diverse portfolio including Post paid Nos, SIP Trunk, PRI, Managed Internet Lease Line, Standard ILL with DDoS Protection, MPLS, Microsoft Azure Cloud, IoT over MPLS, Cloud computing IaaS, PaaS, SaaS, Cybersecurity Solutions, SDWAN, ZTNA, SASE, SSE, OEM Engagement, System Integration Engagement and AI Based Solutions Sales.
- ⊕ **Talent Acquisition & Enablement:** Oversaw the recruitment, onboarding, training, and capability development of Team Leaders, Channel Partners, and Direct Sales Executives to build a high-performance sales organization.
- ⊕ **Strategized & Executed:** Strategized and executed sales initiatives to accelerate subscriber base growth, enhance market penetration, and reinforce competitive positioning.

- ⊕ **Led Growth:** Led SME segment growth across the assigned territory, driving measurable subscriber acquisition and revenue expansion.
- ⊕ **Market Expansion:** Expanded market footprint by securing new accounts and deepening penetration within existing client relationships, optimizing regional coverage.
- ⊕ **Sales Leadership:** Directed voice and data product sales via channel partner networks, ensuring alignment with overall business objectives.
- ⊕ **Performance Management:** Defined and monitored KPIs for customer acquisition and retention, providing performance insights and actionable guidance to the team.
- ⊕ **Channel Development:** Cultivated robust channel partnerships and inspired cross-functional teams to consistently achieve and exceed sales targets.

**Feb 2017 – Jan 2022, Senior Partner Manager
Tata Teleservices Limited, Pune**

KEY RESULT AREAS

- ⊕ **Business Development & Market Penetration:** Drove enterprise customer acquisition and market expansion for a diverse portfolio including Post paid Nos, SIP Trunk, PRI, Managed Internet Lease Line, Standard ILL with DDoS Protection, MPLS, Microsoft Azure Cloud, IoT over MPLS, Cloud computing IaaS, PaaS, SaaS, Cybersecurity Solutions, SDWAN, ZTNA, SASE, SSE, OEM Engagement, System Integration Engagement and AI Based Solutions Sales.
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PREVIOUS WORK EXPERIENCE

Duration	Designation	Company	Location
July 2015 – Feb 2017	Senior Manager Enterprise Sales	Reliance Communication Infrastructure Ltd	Raipur CG
Oct 2014 – July 2015	Data Manager	Bharti Airtel Limited.	Raipur CG
Sept 2009 – July 2012	Sales Executive	Reliance Communications Limited.	Delhi NCR
June 2006 – Jul 2009	Senior Officer Sales	Bharti Airtel Services Limited.	Delhi NCR

Personal Details

Date of Birth: 2nd Jan 1985
 Languages Known: English, Hindi
 Present Address: Pune – Maharashtra