



Karthik G

IIMA | MBA | MPhil | Six Sigma Black Belt |

MANAGEMENT PROFESSIONAL: Sales / BD / Key Account Management / Sales Operations / P & L Accountability

INDUSTRY EXPOSURE : Telecom / Information Technology / Education / BFSI / Services

ROLE EXPOSURE : Datacenter / Cloud / Saas / Consulting / DC & DR / Mobile App / IT Services / Enterprise Software / Profit Center Operations / Sales Operations / Process Owner

SOFTWARE BUSINESS EXECUTIVE

Respected Multi talented Business Executive with extensive experience in leading Sales, Sales-Operations, Customer Service, and Inside Sales within IT and allied industries. Proven track record in guiding sizable cross functional teams in design, re-design and launch of cutting edge business solutions that drive greater efficiencies, engagement and revenues for the organization. Expert presenter, negotiator and business person; able to forge solid relationship with strategic partners and build consensus across multiple organizational levels.

Provided marketing consultant services to Small and Medium Healthcare and Information Technology businesses. Developed marketing strategies to introduce product lines to the commercial marketplace at both the Regional and National level. Applied business management skills to help clients develop, grow and maintain a loyal customer base that would lead to increased sales and business growth.

Teaching Profile

- Mount Carmel College
 - o Teaching Faculty for Undergraduate and PG courses (MBA, MCA, Bcom and BBM)
 - o Member of Board of Studies with MCC
 - o Chair Person of the Placement Committee for PG Courses (2014 to 2017)
 - o Bvoc - Analytics Program Chair
- Jain University
 - o Adjunct Faculty since 2014
- Christ University
 - o Adjunct Faculty since 2014
 - o Member of BOS
 - o Member of the Placement Committee
- Bangalore University
 - o Member of the Board for Management Studies
 - o Core Committee for Bvoc in Analytics Program from UGC

- Canara School of Management
 - o BOS and Adjunct Faculty
- CMR University
 - o Adjunct Faculty and Ex member of the Placement committee
- MLACW College
 - o BOS and Adjunct Faculty for UG and PG
 - o Bvoc Analytics program chair
- Indian Academy
 - o Adjunct Faculty
- Alliance University
 - o Visiting Faculty
- KVAFSU
 - o Adjunct Faculty for MBA Program
- University of Agricultural Science
 - o Adjunct Faculty

Apart from Educational Institutions, I have taken up Consulting and Training Assignments with various PSU's and Private Companies on varied topics. Have been recognized for the work and a few of them have been published in Times of India and Hindu News Paper too.

PROFESSIONAL CERTIFICATIONS

- ❖ Certified Credit Analyst, ICAI Bangalore
- ❖ Certified Six Sigma Black Belt
- ❖ Project on Credit Notes Tracking and Monitoring across TCL Globally
- ❖ Quote to Cash Efficiency
- ❖ Certified Coach and NLP Practitioner
- ❖ Certified Erkonian Hypnosis Practitioner

Some of the KEY SUBJECTS Handled

Strategic Business Planning	Retail Management	Financial& Contract Negotiation
Services Marketing	Digital Marketing	Process Management
Training Programs	Corporate Reputation Mgmt	Business Communication
Marketing	Business Ops and Stats	Product Strategy