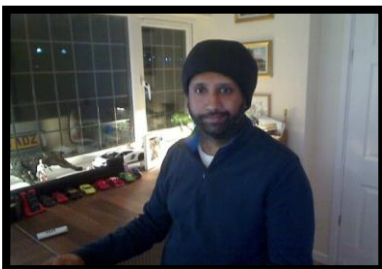




Profile

Experienced and highly motivated leader in Sales, Marketing and Channel. Delivers results through focus, partnerships, energy and acumen. With over 10+ years' experience of 'business building' within the technology sector, with an onus on knowing the business, defining the future, and how to enable positive change. My strengths include excellent commercial, negotiating and communication skills. I also enjoy a built up comprehensive understanding of vendor business, product life cycles, road maps and target market segmentation. Delivering results through focus, partnerships, energy and acumen coupled with a strong strategic ability building the bridge between aspiration and pragmatic deliverables.

Specialties: Senior level engagement, Client facing engagements, Negotiation, Strategic Planning, Forecasting, P&L Management, SaaS, Solution Selling, Sales Process, Channel Marketing, Sales Operations, Alliances Sales Enablement, Go-to-market Strategy, Cloud Computing, New Business Development, Business Planning, Business Strategy, Product Marketing, Team Leadership;



Gurmail Singh

INFO

PERSONAL

Name Gurmail Singh
Birthday April 1979 (37)
Relationship Single
Nationality British
Languages English, Punjabi

CONTACT

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Skype Gurmsi
Website g-singh.com

EXPERIENCE & SKILLS

10 years + professional experience
Channel specialist with proven experience in Partner acquisition, developing mutual JVPs, Partner Management and developing & executing joint marketing & sales account plans . Building business cadence and driving strong revenue growth.

LINKEDIN SKILLS ENDORSEMENTS

Cloud Computing 99+
Solution Sales 99+
Enterprise Software 99+
Channel & Partner Mgmt. 99+

CURRENT POSITION

Digital Alliances, International
2016-present
Rackspace
Heading up Digital Alliances for Rackspace. Helping develop & execute on JVPs across Tech Partner and Channel partner architypes (Resell, VAR, ISV, GSIs)

Social Media

Twitter GurmailSinghUK
LinkedIn in/gurmailsingh/
Blog Moderncloud.co.uk

PREVIOUS ROLES

Sales & Alliances Director Mar 2014 – Nov – 2016 ClearPeople Ltd.

Cloud Productivity Specialist Jun 2012- Mar 2014 Microsoft UK, Corporate Accounts

Cloud Enterprise BDM Dec 2009 – Jun 2012 Ingram Micro, UK

ERP & CRM Partner Sales June 2007 – Dec 2009 June Microsoft UK.

Channel Manager Jun 2006- Jun 07 SAP Business One

Business Manager May 2004 – Jun 06 Microsoft UK.



WORK EXPERIENCE

7 Months

Digital Alliances, International (Redundancy end of April)

Rackspace the #1 managed cloud company, London

Responsible for developing and growing Rackspace's Tech partner and Channel partners. Across key Digital workloads.

This position is part of the wider EMEA Marketing organisation and is instrumental in driving the growth of revenues and the Rackspace footprint inside Rackspace's EMEA Partner and Customer base. I owned and managed the Rackspace engagement, to a targeted community of senior relationships, at a strategic and tactical level within the partner community. I am responsible for

- Ownership & development of long term relationships with a selected strategic named technology manufacturer partner community, with the primary goal of lead/opportunity generation and top of funnel activities in order to drive leads and opportunities to sell Rackspace products through indirect sales channels
- Responsible for developing joint value propositions and go-to-market plans with strategic named partners to secure long term investment, maximising the opportunities for Rackspace and our partners.
- Managed the strategic engagement with the leading technology manufacturer partner community in EMEA (predominantly UK-focused); delivering a day-to-day engagement and 'facetime' with the technology manufacturer partners and their partner ecosystem to build long-term joint value propositions (JVPs) and agree, where applicable, joint marketing investment to drive these propositions into the market.
- In co-operation with the sales teams, I created and implemented partner development strategies that succeeded in exploiting the full business potential of the partner's client and prospect base, through account mapping and reviewing of shared pipeline
- Through these partner development strategies, I developed a plan towards setting shared business targets and metrics (annual revenue, account growth through new business, Army of Promoters (NPS))

Skills: Digital, Partner Management, Leadership, Strategy

2yr
8 Months

Sales & Alliances Director

ClearPeople Ltd., Kensington, London

Leading the helm with Sales & Alliances of a multi-award winning Digital and Cloud Services business. The most exciting part of this role is meeting with visionary CxOs on a regular basis and helping them achieve business goals through Digital transformation.

- 0-25% of overall business revenue established via Channel in first 14 months
- From unmanaged partner to leading award winning Tier 1 UK partners for Microsoft & Sitecore within 18 months
- 30% YoY growth and profitability impact from 3% to 9%+ on Professional Services &

Managed Services



- Leading a winning sales & alliances team in delivering market leading New Business, Close rate and Account Management motion.
- Microsoft Business plan commitment from 400k a year in 2014 to over achieving £2.7M Cloud services goals today
- Early adopter to Microsoft CSP and developing Cloud ready IP & propositions across Digital Workspace offerings
- One of few UK partners to achieve strong conversion for Azure on WCMS platforms.
- Grew partner EA to \$300k+ a year consumption on top of Microsoft Business plan through innovative market wins
- Won market share in Charity, Legal, Public Sector, Financial services & Construction sectors through unique ConsultAgency proposition
- Established and won ongoing business across net new brands such as – Rolex, Fred Perry, Grosvenor Estates, Laing O'Rourke, NHS England, Aston Martin ...

Skills: P&L, Leadership, New Biz & AM teams, Growth in Direct/Indirect channels

1 Yr
8 months

Cloud Productivity Tech. Solutions Specialist, Corporate Accounts

Microsoft UK, Reading

This role adds value to Microsoft Corporate Accounts team by delivering the vision & value proposition around the Microsoft Information Worker platform, creating and progressing workload revenue and growing market share through new and/or leveraged investments in Microsoft technologies. Success in this job is measured by revenue and Business Priorities reflected in Scorecard Metrics being met or exceeded:

- Achieved over 120% Quarter on Quarter Growth. Best quarter at 230% against target.
- O365 Technical Specialist of the year Award within Corporate Accounts
- BrookStreet Nominee to best performer across SMS&P for FY13
- Compete ambassador for Corporate Accounts FY13/12
- Strong conversion and win rate against Google Apps in CTM & CA space
- Delivered high quality EBC's, Proposals, Business case, Tenders and Direct & through Partner events
- Delivered Pre-sales workshops and leveraged SI, LSP, ISV and VAR partners to exceed goals.
- Support 12 AM & ITMs in meeting CTM workload revenue targets.

Skills: Overlay specialist, Top of funnel sales scale, compete, partner relationships

2 Yrs
7 months

Enterprise & Cloud Services Business Development Manager

Ingram Micro, Maidenhead and Milton Keynes

- Structured the Cloud & Unified Communications Vendor Offerings into Ingram Micro
- Grew strong revenue through existing Partner channel & supported eco-system to close £6M revenue.
- Executed Commission and Sales plans in line with Business growth expectations & ambitions



- Grew Cisco SMB UC business to double digit and impacting Distribution Market share to 45% at peak (out of 11 disti's) and retaining to 30%
- Launched BPOS & Azure PaaS GTMs to UK VAR community
- Help put together the Cisco UC Road Warrior program – which made available 7 Pre-sales specialist to Ingram Micro Partners (1.6k Resellers)
- Won European wide Distribution contract with Nokia relationship during Microsofts early Partnership
- Developed multiple VAR Programs to help Drive Frequency of purchase, Yield, and Reach.
- Help architect IM UC (Private& Public Cloud) readiness and GTM for Channel
- On boarding New Vendors to Ingram Micro adding £20 Million incremental business to IM
- Managing Hi-touch Value Reseller accounts and applying a volume strategy for on boarding, activating and growing SMB resellers.
- UC Vendors include - Cisco, Microsoft, Polycom, Blackberry, Nokia, HP and others

Skills: Channel Marketing, JVP, Scale Partner programs, Vendor Strategy, Make & Take market programs

2 yr
4 months

Microsoft Dynamics Partner Sales Exec

Microsoft (Contractor)

- Supported the Microsoft Large Account Reseller (LAR) community in selling MSFT Dynamics range (GP, Nav, AX, CRM)
- Establishing a clear ROI GTM plan based on LARs strongest vertical industries, account base and segmentation.
- Executing the plan by gearing up LAR sales force in articulating the CRM & ERP and going-to-market to identify nurture & close Software opportunities.
- Tailoring and presenting presentations & Demos to evangelise the technology specific to customer's needs.
- Creating Dynamics Partner alliances with LAR community to help drive successful projects
- Supporting LAR in identifying, qualifying, developing and closing opportunities.

Skills: Technology Sales, Complex sales, through partner enablement

1 yr
1 month

Channel Manager

B One, SAP Services center, London, UK.

- Managing 6 * SAP Business One consultants and 4* pre-sales and developing Services program & capabilities.
- Responsible for developing existing relationships with SAP's Business One Partner Community to maximise revenue opportunities and achieve the identification of new streams (ISV solutions opening new verticals i.e. Distribution, MRP, Mobile working, group financials).
- Responsible for all Marketing, Sales, services & Training execution for SAP Business One Partners across the UK & Ireland
- Ensuring the Development and double digit growth of a robust, high quality sales pipeline
- Presenting value proposition of solutions and demonstrating software to clients (Through partner/direct).

Skills: ERP, Professional Services, SMB-MM sales, Training, Indirect enablement



2yr
2 month

Business Manager, Customer & Partner Business

Microsoft, Reading

- Deliver agreed monthly revenue targets from assigned accounts within territory
- Prospect to identify new sales opportunities as well as building on existing accounts
- Proactively introduce new contacts, products & solutions from the PC-Ware Sales Force
- Drive increase in customer satisfaction (CPE) and resolve any issues quickly and effectively
- Provide weekly forecasts and business updates to the Sales Manager on key accounts
- Conduct regular business reviews with customers to identify new sales opportunities
- Develop relationships at different authority levels to drive opportunities and growth

Skills: Client management, new business, solution sales, licensing