NIMITT BHATT

Enterprise Sales Leader | Key Accounts, B2B Solutions & Channel Partnerships

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PROFESSIONAL SUMMARY

Enterprise sales leader with 20+ years selling connectivity, cloud, mobility and business solutions to corporate, government and SME customers.

At Vodafone, I managed 200 corporate accounts and ₹1.8 Cr in monthly recurring revenue, including Government of Gujarat, Adani Group and Zydus Cadila. At Jio, I led enterprise sales and channel development for Gujarat and grew the partner network by 210% in four months.

I work across the full cycle: prospecting, solution pitch, proposal, negotiation, closure and account growth. I also know how to get system integrators and resellers selling alongside a direct team.

KEY RESULTS

- **200 corporate accounts, ₹1.8 Cr monthly recurring revenue** at Vodafone; key accounts included Government of Gujarat, Adani Group and Zydus Cadila
- **Enterprise partner network up 210% in four months** at Jio; active partners up from 20% to 45%
- **20,000 SMB connections in one year** across voice and IoT, generating ₹50 lakh in monthly recurring revenue
- **120%+ quarterly quota** with a 150-person direct sales team; sales cycle cut by 35%
- **BlackBerry postpaid activations doubled**; 1,500 enterprise BlackBerry services managed on BlackBerry Enterprise Server
- **90% corporate account retention** and 20 new enterprise accounts won at Hutch

CORE SKILLS

Enterprise Sales: Key Account Management • Strategic Accounts • Government Accounts • Solution Selling • Consultative Selling • Proposal Development • Commercial Negotiation • Deal Closure

Solutions Sold: MPLS • Internet Leased Lines • JioFiber & JioAirFiber • Cloud & Collaboration • Enterprise Mobility • IoT & Voice

Partners & Channels: System Integrator Partnerships • Partner Recruitment • Partner Enablement • Joint Account Planning • Lead Sharing

Sales Management: Pipeline Management • Sales Forecasting • Account Planning • CRM (Microsoft Dynamics 365) • Team Leadership

PROFESSIONAL EXPERIENCE

SELF-EMPLOYED | Ahmedabad

Independent Sales Consultant — Nov 2024 to Present

- Advise 8 to 10 companies, including startups, on sales plans, target accounts and sales priorities
- Qualify prospects, prioritise accounts and run pipeline reviews with founders and sales teams
- Build outreach and follow-up plans that turn enquiries into qualified opportunities
- Set up CRM workflows for sales follow-up and pipeline reporting

RELIANCE JIO INFOCOMM LTD. | Gujarat — Apr 2015 to Oct 2024

Deputy General Manager, Sales & Marketing — Sep 2023 to Oct 2024

Led enterprise sales and channel development for Gujarat. Team of 3 territory managers and 40 channel sellers.

- Negotiated and closed JioFiber, MPLS, Internet Leased Line and JioAirFiber deals through to activation
- Grew the enterprise partner network by 210% in four months by signing system integrators, CCTV vendors, laptop wholesalers, distributors and network-component sellers who already served SME customers
- Raised active partner participation from 20% to 45% through joint account planning, lead sharing, faster commission settlement and regular reviews
- Trained partners to sell business connectivity, cloud and mobility products, and supported them on customer proposals
- Ran pipeline, forecast and conversion reviews on Microsoft Dynamics 365

SMB & Enterprise Sales Apr 2016 to May 2018

Led direct sales of business connectivity, cloud collaboration and applications to SMB customers across Gujarat, alongside the D2C role.

- Added 20,000 SMB connections in one year across voice and IoT, generating ₹50 lakh in monthly recurring revenue
- Achieved above 120% of quarterly quota and took the team to the No. 1 revenue rank in the region
- Ran the full cycle: prospecting, qualification, solution presentations, negotiation, closure and account management
- Built a 150-person direct sales team and promoted 14 team leaders from within
- Cut the sales cycle by 35% through CRM automation and funnel reviews

State Lead, Digital Home Delivery Apr 2015 to Aug 2023

- Built Gujarat's D2C sales and home delivery operation across 126 retail centres, managing ₹12 to 13 Cr in revenue and about 2,500 orders a day
- Tripled per-store productivity from 4 to 12 units in 18 months

MTS (SISTEMA SHYAM TELESERVICES LTD.) | Gujarat

Senior Lead, Product Management Dec 2010 to Mar 2015

- Managed prepaid voice and data revenue for Gujarat through commercial programmes generating ₹15 Cr+ a year
- Grew data-card subscribers by 35% and lifted ARPU by 25% with targeted offers

AIRCEL LTD. | Gujarat

Deputy Manager, Value Added Services Aug 2010 to Dec 2010

- Ran college sales programmes across four zones; grew SIM and VAS gross additions by 11% month on month

VODAFONE ESSAR | Gujarat

Product Manager, Data May 2008 to Aug 2010

Managed the enterprise data and mobility portfolio: 200 corporate accounts and ₹1.8 Cr in monthly recurring revenue.

- Handled key accounts including Government of Gujarat, Adani Group and Zydus Cadila, covering application adoption, onboarding and account growth
- Doubled BlackBerry postpaid activations across corporate and retail channels
- Managed enterprise mobility covering 1,500 BlackBerry services on BlackBerry Enterprise Server
- Developed a mobile order-entry solution that let a pharma company's field team place orders during customer visits
- Matched enterprise application deployments to customer requirements through BlackBerry Enterprise Server

ICICI SECURITIES | Ahmedabad

Branch Manager Jul 2007 to May 2008

- Opened a new branch and took it to national No. 1 in online mutual fund sales, with ₹75 lakh in monthly investments
- Hired and trained 9 relationship managers across Demat, insurance and mutual funds

HUTCH | Ahmedabad

Key Account Manager Nov 2006 to Jun 2007

- Retained 90% of corporate accounts and won 20 new enterprise accounts
- Expanded account business by cross-selling telecom solutions matched to customer needs

EARLY CAREER

- **Fedora Solutions**, Manager, Project and Client Operations (2004 to 2006): improved receivables collection by 11% on US medical-billing projects
- **Tata Teleservices**, Officer, Customer Care (2003 to 2004): led a 4-person team and resolved 95% of complaints within SLA

EDUCATION

MBA, Marketing and Information Technology, Schiller International University 2000 to 2001

PG Diploma, Digital Marketing and Communications, MICA, Ahmedabad 2020 to 2021

B.Com, L.J. Commerce College, Gujarat University 1997 to 2000

AWARDS & CERTIFICATIONS

Awards: Jio Outstanding Performance Award (twice) | MTS Golden Award (twice) | Special Efforts Award, Certificate of Excellence

Certifications: Six Sigma Green Belt | Strategic Thinking