SENIOR EXECUTIVE · 20+ YEARS

Ankur Jaiswal

Director Presales · Sales Enablement · **Large Deal Specialist**

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20+	$500M+	40%+	22
YEARS EXPERIENCE	ANNUAL DEAL PIPELINE	WIN RATIO	TEAM SIZE LED

PROFILE

Results-driven Presales and Sales Enablement Leader with 20+ years of experience driving large deal pursuits, bid management, and GTM strategy across **BFSI, Telecom, Digital Commerce, Media, and Technology Services**. Track record of building and scaling global presales teams, implementing AI-led transformation, and consistently delivering win ratios above 40% on multi-million-dollar pursuits. Skilled in stakeholder management, executive storytelling, pricing strategy, and building knowledge systems that measurably reduce turnaround times.

EXPERIENCE

Director – Presales Bid

Dec 2023 – Mar 2025

VeriPark Software Pvt Ltd · Bengaluru

- Led a **22-member global presales team** across bid management, technical architecture, and project management spanning multiple countries.
- Developed standardized deal governance protocols and pursuit lifecycle frameworks — acknowledged by the CEO for process impact.
- Instrumental in **4 major deal wins**, contributing to **33% revenue growth** during tenure through client discussions and negotiations.
- Implemented AI-based RFP automation, reducing proposal turnaround from **8 days → 5 days**.
- Built centralized knowledge repositories, reducing proposal TAT by **20%**. Championed NPS implementation receiving positive client response.

AVP – Presales & Account Management

Feb 2023 – Nov 2023

Royal Cyber Ltd · Bengaluru

- Established the presales function from scratch in under 4 months; developed governance policy for the full pursuit lifecycle.

CORE COMPETENCIES

Presales Leadership · Large Deal Pursuits · Bid Management · Sales Enablement · Deal Governance · GTM Strategy · RFP / RFI / RFQ · Pricing Strategy · Solutioning · Stakeholder Mgmt · Executive Presentations · Cross-sell / Upsell · AI-led Automation · Digital Transformation · Cloud & Data Modernisation · Knowledge Management · BFSI Domain · Account Management

TECHNICAL SKILLS

CLOUD
AWS, Microsoft Azure (AZ-900)

CRM
Salesforce, Oracle, Siebel

DELIVERY
Agile, Waterfall, Iterative

OTHER
Gen AI, RPA, Blockchain, DevSecOps, Microsoft Office Suite

- Built lead conversion models resulting in **3 new logos onboarded within 3 months**.
- Grew account revenue by **8%** through CxO-level conversations driving cross-sell and upsell in existing accounts.
- Reduced proposal turnaround time by **25%** through structured knowledge management.

AVP – Sales Enablement

Large Deals Expert

Dec 2015 – Jan 2023

Mphasis Ltd · Bengaluru

- Managed global bid management and sales enablement operations across Insurance, Banking, and BPS verticals.
- Single point of contact for pursuits exceeding **$100M**; supported **$500M+** in annual deal coverage.
- Won **12+ new logos** with a consistent **40%+ win ratio** over 8 years; rated "4" in 8 of 11 performance cycles.
- Built an enterprise-wide knowledge management system on Microsoft 365 adopted across Sales, Marketing, and Practices.
- Mentored 8+ resources; managed research function during an 8-month leadership gap.

Senior Manager – Presales

Feb 2013 – Oct 2014

Happiest Minds Technologies · Bengaluru

- Set up the Mobility Business Unit presales function; led consultant teams for UK, APAC, and EMEA regions.
- Improved proposal response time by **45%**; raised conversion rates from 12% → **22%**.
- Entered Travel and Media verticals contributing **15% revenue growth**.

Manager – Presales & Engineering

Apr 2010 – Feb 2013

July Systems · Bengaluru

- Managed GTM strategy, RFP responses, and account management for 3 accounts; handled landmark deals including Star, ESPN, EPL & UTV.
- Increased revenue by **15% QoQ consistently** while expanding into new geographies.

Consultant / Associate Consultant

Jun 2007 – Mar 2010

Infosys BPO Ltd · Bengaluru

- Supported telecom and customer service solutioning; won 6 high-value deals ($10M+ each) in a single quarter.
- Improved client satisfaction by 23% for a key account.

EDUCATION

PGDBM – Marketing & Systems
Goa Institute of Management
2005 – 2007

B.E. Mechanical Engineering
HKBK College of Engineering
1999 – 2003

CERTIFICATIONS

- ITIL V3 Foundation
- Shipley Training – Bid to Win
- Leadership with AI (ISB)
- AWS & Azure (AZ-900)
- RPA, Blockchain, Agile, DevSecOps & Cloud
- Dale Carnegie Customer Service (Level 1, 2 & 3)

LANGUAGES

English (Fluent) · Hindi (Fluent)