ANKUR JAISWAL

Director – Presales | Sales Enablement | Large Deal Specialist

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US B1 Visa Holder

20+	$500M+	40%+
Yrs Experience	Deal Pipeline	Win Ratio

PROFESSIONAL SUMMARY

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. Proven 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. Deep expertise in stakeholder management, executive storytelling, pricing strategy, and knowledge systems that measurably reduce turnaround times.

CORE COMPETENCIES

Presales Leadership	**Large Deal Pursuits**	**Bid Management**	**Sales Enablement**
Deal Governance & GTM Strategy	RFP / RFI / RFQ Response	Pricing & Solutioning	AI-led Automation
Executive Presentations	**Cross-sell / Upsell**	**BFSI Domain Expertise**	**Knowledge Management**

PROFESSIONAL EXPERIENCE

Director – Presales & Bid Management · VeriPark Software Pvt Ltd *Dec 2023 – Mar 2025*

- Led a 22-member global presales team across bid management, technical architecture, and project management spanning multiple countries.
- Delivered 4 major deal wins contributing to 33% revenue growth through strategic client discussions and C-suite negotiations.
- Implemented AI-based RFP automation, reducing proposal turnaround from 8 days to 5 days (37% improvement).
- Developed standardized deal governance protocols and pursuit lifecycle frameworks — acknowledged by the CEO for process impact.
- Built centralized knowledge repositories reducing proposal TAT by 20%; championed NPS implementation with positive client response.

AVP – Presales & Account Management · Royal Cyber Ltd *Feb 2023 – Nov 2023*

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

AVP – Sales Enablement & Large Deals Expert · Mphasis Ltd *Dec 2015 – Jan 2023*

- Single point of contact for pursuits exceeding $100M; managed $500M+ in annual deal coverage across Insurance, Banking, and BPS verticals.
- 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.
- Reduced proposal turnaround time by 25% through structured knowledge management; mentored 8+ resources.

Senior Manager – Presales · Happiest Minds Technologies *Feb 2013 – Oct 2014*

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

Manager – Presales & Engineering · July Systems *Apr 2010 – Feb 2013*

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

Consultant / Associate Consultant · Infosys BPO Ltd *Jun 2007 – Mar 2010*

- 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 & CERTIFICATIONS

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

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

Certifications: ITIL V3 Foundation · Shipley Bid to Win · Leadership with AI (ISB) · AWS & Azure AZ-900 · RPA · Blockchain · Agile · DevSecOps · Dale Carnegie (L1, L2, L3)

Technical: AWS · Microsoft Azure · Salesforce CRM · Gen AI · RPA · Blockchain · DevSecOps · Microsoft 365 · Agile · Waterfall