

Rahul Khattar

Associate Director – Cyber Security



Expert in : Cyber Security

Experience : 11 Years

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- Successfully engaged business and technology teams to deliver new and incremental business across industry
- Signatory/Manage close to 50% of the Key Clients for Seclore(Cyber Security product) till FY – 2014 in
- Completing Miller Heiman Sales training and have 11 years in Cyber Security Sales and engagements
- Have stints playing various roles across Sales, Coach team, Delivery, Customer success, Technology evaluation, Business analysis for Banks, Stock Exchanges. Pharma, Insurance, EPC sector in India
- Structured new methodologies for engaging clients to drive home service and stake holder visibility
- Exceptionally well organized with a track record that demonstrates self-motivation, creativity, and initiative to achieve both personal & corporate goals
- Use Salesforce for tracking of sales funnel and running marketing campaign's. Use Hubspot to improve on communication outreach with clients and prospective. Use paid LinkedIn account to generate leads and influence people

Highlights:

- Received lot of appreciations from CEO of ICICI Bank
- Received appreciation for being an outstanding accounts manager from Seclore
- Key accounts handled: NSE, Lupin, BARC, Cipla, L&T, Fugro, IREO, HDFC Bank, HDFC LIFE, Capgemini, HCC, Glenmark, ShareKhan, Holcim, Reliance (both brothers) Bajaj Allianz, Cheers Interactive, Kotak, Afcons, UHDE, and ICICI and many more.. (50% of the enterprise base).
- Led a direct team of 02 members for managing sales & business development in West till FY-2014.
- Guided Seclore to get to all of its initial customers using contacts and building references.
- Supervised an indirect team of 15 people across 8 teams for executing various projects at ICICI Bank Ltd. across 3 time zones
- Managed clients like Kotak, ICICI, HDFC, SBI, NSE, etc.
- Successfully managed all the inroads for Seclore in BFSI / BPO / Engineering / Pharma
- Achieve 3x increase in sales YOY for 3 years FY 12-13, FY 11-12, FY 10-11

Extracurricular Activity:

- Actively participated in teaching Underprivileged Children
- Playing Cue sports, Carrom