



VIVEK SAHAY

ACCELERATING BUSINESS GROWTH

23 YEARS OF PROVEN TRACK RECORD

EXPERIENCE

2000 - 2008

○ ENTREPRENEUR

Multiple Micro/Small Businesses

- Stereo Cassette and Deck Business - Over 1.73 lakhs profit in the first year.
- Car Wash Business - 0.30 lakhs profit in the initial year.
- Film Production House - Produced a 25-episode travelogue on DD-Ranchi, recognized for its social impact.

2008 - 2023

○ CORPORATE PROFESSIONAL

DELL, WIPRO, CONCENTRIX, TELEPERFORMANCE, EPICENTER, CONNEQT

- >205 Cr. Realized Revenue in 16 years of career over tenure served
- 18+ High Value Strategic Logos added in 6 Years with 24.80 Cr ARR by Individual Sales
- 375 Seats - largest deal billed, Contract closed at 1300 Seats.

2023 - 2024

○ BUSINESS CONSULTANT & STARTUP MENTOR

- >\$5.83 Cr Revenue added for clients as a SaaS and BPM consultant
- Co-founded 3 Start-ups (Electrical Service, SaaS Product, Consulting)
- 4+ Active startup mentoring engagements

○ VOLUNTEER WORK

- Pivotal in setting up 'Buzurg Seva Samiti' a non-profit that has extended free healthcare facilities to over 12,500 patients
- Member 'Sahay Foundation' catering to social causes

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SKILLS

- Growth Strategy
- New Logo Acquisition
- Key Account Management
- Sales Enablement
- Solution Selling
- Team Management
- Project Management
- Transformation

EDUCATION

BACHELOR OF COMMUNICATION

St. Xavier's University

2004 - 2008

LANGUAGE

English

Hindi