Kejal Shah

+31 6 46 75 78 40 | kejalrshah@gmail.com
https://www.linkedin.com/in/kejalrshah

SUMMARY

A sales leader with cross-industry and multi-country experience of 20 years in the tech industry covering SaaS, PaaS, IaaS and services. I am fortunate to have managed sales teams in APAC, EMEA and AMER selling into Enterprise as well as SMB segments. My professional career is backed by a strong academic foundation of an MBA & Computer Engineering from top universities.

Currently leading DigitalOcean's global sales team, I'm considering select sales leadership roles in high-growth organizations in the short term with a long-term objective of managing a business.

I love my work, and I love my family. I have a supportive partner and 2 lovely children. If I manage to find some spare time, I enjoy reading, playing squash and volunteering at the local chess club.

EXPERIENCE

DigitalOcean
Netherlands
(Remote)
2021 – Till Date

Director, Global Sales
- Started Net New Sales globally in FY23 – exit ARR at $3mn
- Led Growth Sales in FY22 in EMEA & APAC driving incremental revenue of $20mn
- Led a team of 3 Managers & 15 Individual Contributors in APAC, EMEA & AMER
- Defined and executed sales strategy for the regions – people, process, products
- Strong operational excellence in pipeline & people management & forecasting

Salesforce
Netherlands
2018 – 2021

Sales Lead - Enterprise, Heroku North EMEA
- 50% YoY growth across the region scaling ARR from $3mn to $10mn
- Led a virtual team of 10 Account Executives in North EMEA Enterprise segment

Tech Mahindra
Netherlands
2015 – 2018

Associate Vice President, Benelux
- Grew & managed a sales team of 5 AEs & a global delivery team for Benelux territory
- Grew Enterprise business from $15mn/yr to $22mn/yr by delivering Apps & Infra Services

Infosys
Netherlands
2011 – 2014

Account Manager, Benelux
- Scaled the business from $2mn/yr to $7mn/yr by acquiring key customers in the Fortune 1000 club by delivering application & infrastructure services

IBM
India | USA
2004 – 2011

Systems Engineer
- Recognized as IBM Top Talent for 2 consecutive years
- Led a strong team of 8 developers in IBM Websphere & Java technologies

Cognizant
India
2002 – 2004

Programmer Analyst
- Successfully delivered projects on time and under budget for international customers in Financial Services sector

EDUCATION

Master of Business Administration (MBA) - HEC Paris   GPA 3.8 / 4.0   Paris, France
- Entrepreneurship & Innovation Track | HEC Excellence Scholarship   2009 – 2011

Bachelor of Engineering, Computer Science - M.S. University GPA 3.8 / 4.0   Baroda, India
- First Class with Distinction   1998 – 2002

ADDITIONAL INFORMATION

- **References** – 360-degree references available upon request
- **Languages -** English (Fluent); Dutch (Intermediate); Hindi (Fluent); Gujarati (Native)
- Squash • Reading • Volunteer at Chess club • Founder at Personalli.com