

Akshith Mahesh

📍 London, England, United Kingdom ✉ m.akshith@gmail.com ☎ 07739722652 🔗 <https://www.linkedin.com/in/akshithmahesh/>

SKILLS

Technologies: Hubspot CRM, Salesforce, Advanced Excel, Gong, Clari, Chilli Piper, Looker, Power BI, Salesloft, Outreach, Chargebee, Jira.

Revenue Operations: Forecasting, Quote-to-Cash, Pipeline Management, Data Analytics, Project Management, Territory Planning, Dashboard Reporting, GTM Strategy, Customer Lifecycle, Automation, ABM, Sales, Marketing, Customer Success.

Other: Detail-Oriented, Stakeholder Management, Complex Problem Solving, Effective Communication, Cross-functional Collaboration.

EXPERIENCE

Head of Sales Operations | LAIER | SaaS | UK, London | January 2021 - June 2023

- Led strategic planning for territories and the organisation, aligning with sales leadership for precise forecasts and insights, improving decision-making and sales performance.
- Collaborated with Sales, Marketing, and Customer Success teams to create dashboards and reports, blending internal data and market insights for strategic decisions at the board level, driving significant improvements in the Quote-to-Cash cycle.
- Overhauled and executed a lead scoring system, boosting lead-to-opportunity conversion rates from 20% to 80%, shortening the sales cycle from 12 to 4 weeks, and cutting customer acquisition costs by 50%.
- Enhanced customer segmentation tactics, leading to a customised ABM strategy that increased annual contract value (ACV) by 20%.

Head of Sales Operations | Bare Conductive| Technology | UK, London | January 2020 - December 2020

- Deployed HubSpot CRM to consolidate sales and marketing data, refining the ICP and doubling the ARR.
- Set up key sales metrics and a predictive model based on historical data, enhancing forecast precision by 50% in one year.
- Boosted sales efficiency with new tracking and reporting tools, achieving a 20% rise in lead-to-conversion rates.
- Introduced a data-led sales operations strategy, simplifying processes and cutting sales cycle duration by 50%.

Sales Operations Manager | Rico Logistics | UK, London | April 2019 - December 2019

- Boosted revenue by 10% in 6 months through a sales strategy that cut customer re-verification time from 48 hours to 2 hours.
- Optimised workflows and increased process automation, easing onboarding for key accounts and reducing activation time from 14 to 5 days.

Regional Sales Operations Manager | Maruti Suzuki | IN | July 2015 - September 2018

- Partnered with cross-functional teams to collect market data and analyse trends, identifying risks and opportunities to boost forecasting accuracy by 50%.
- Enhanced revenue by 40% through streamlined dispute resolution, reducing timelines from 72 to 24 hours and optimising customer satisfaction.

Territory Sales Operations Manager | Maruti Suzuki | IN | July 2013 - June 2015

- Launched a data-driven sales forecasting model, leading to a 40% enhancement in forecasting accuracy to surpass annual goals.
- Deployed efficient reporting systems to deliver actionable insights, resulting in a 30% boost in overall sales performance.

EDUCATION

Master's of Business Administration | Symbiosis Institute of Business Management | Minor in Marketing | Bengaluru, India | 2013

CERTIFICATIONS

Revenue Operations | Hubspot | 2023

- Revenue Operations excellence and business growth.

Hubspot Marketing Software | Hubspot | 2023

- Expertise at using Hubspot Marketing software

Hubspot Sales Software | Hubspot | 2023

- Expertise in Hubspot Sales Software

Hubspot Reporting | Hubspot | 2023

- Data analytics expertise to bring data driven decision making to an organization

Program Manager | Gong | 2023

- Expertise in launching and managing teams, deals, pipelines, and forecasts using the Gong Revenue Intelligence platform.

Frontline Manager Certification | Gong | 2023

MEDDPICC | MEDDIC | 2022