ABHIR JADHAV

Technology Sales & Revenue Leader | Enterprise Sales | GTM | Business Development |
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PROFESSIONAL SUMMARY

Technology sales and revenue leader with 12+ years of experience building enterprise pipeline, developing new business, leading sales teams, and driving commercial outcomes across AI, data, IoT, telecommunications, industrial automation, and technology solutions. At Tezo, led a 10+ member inside-sales organization and delivered 85 SQLs vs. 72 target, 155 qualified meetings, $4.2M pipeline, and $840K closed revenue over 14 months. Experienced in enterprise prospecting, GTM strategy, consultative selling, sales operations, technical solution selling, and translating complex technology capabilities into business value.

CORE COMPETENCIES

Revenue & GTM: Enterprise Sales • GTM Strategy • Revenue & Pipeline Generation • New Business Development • Enterprise Prospecting • ABM • Strategic Accounts • Consultative & Solution Selling

Leadership: Sales Leadership • Team Building • Hiring • Coaching • Performance Management • Sales Operations • Sales Process Design • Forecasting & Qualification

Technology: AI/ML • Data & Analytics • IoT • Cloud & Automation • Industrial Automation • CRM & Sales Intelligence • AI-Assisted Sales • Partnerships

PROFESSIONAL EXPERIENCE

TEZO DIGITAL | Mar 2025 - Present

Director - Inside Sales | Hyderabad, India

- Led a 10+ member inside-sales organization across BFSI, Manufacturing, and Retail, owning enterprise pipeline generation, prospecting strategy, qualification, performance management, and GTM execution.
- Generated 85 SQLs against a target of 72 and 155 qualified meetings over 14 months, contributing to $4.2M pipeline and $840K closed revenue.
- Generated 52 SQLs within the first nine months, more than 10 times the previous team's 5, through tighter qualification, segmentation, outbound strategy, and sales execution.
- Built and operationalized an outbound GTM playbook spanning ICP definition, account segmentation, ABM, prospecting, qualification, forecasting, campaigns, and performance management.
- Redesigned qualification and operating processes around measurable opportunity criteria, shifting focus from activity volume toward higher-value enterprise opportunities.
- Built a technology-enabled prospecting stack using CRM, sales intelligence, automation, data enrichment, and AI-assisted workflows.
- Developed targeted Insurance and Manufacturing campaigns aligning AI/ML, Data & Analytics, Product Engineering, and digital capabilities to business problems and buying triggers.
- Hired, coached, managed, and performance-managed sales representatives while establishing KPIs, incentives, operating cadence, and accountability.
- Initiated the Anthropic partnership opportunity, secured senior leadership approval, and transitioned execution to the AE team.
- Expanded GTM reach through ABM, events, Microsoft co-sell motions, ecosystem development, and AI adoption across sales workflows.

INDITRONICS PVT. LTD. | Jul 2024 - Feb 2025

Senior Manager - Technology Sales | Pune, India

- Spearheaded global sales for Industrial Automation and IoT-based TRP Measurement Technology, leading a team of 10 sales and business development professionals.
- Developed a $3.65M sales pipeline within four months through strategic lead generation and consultative sales.
- Collaborated with the CEO on business growth strategies and preparation for venture capital fundraising.
- Drove client acquisition across Water, Power, Energy, and Media through tailored IoT solutions and technical-commercial proposals.
- Oversaw engineering collaboration, product alignment, global technology partnerships, and recruitment for the sales and business development team.

AERIS COMMUNICATIONS | Mar 2023-Jun 2024

Inside Sales Manager | Noida, India

- Spearheaded pre-sales activities, capturing customer requirements and translating them into scalable IoT solutions.
- Developed technical RFP/RFI responses, securing deals worth $1.4M across EMEA and NAM.
- Helped the team secure opportunities worth $12M for the enterprise sales team.
- Conducted technology PoCs and worked with sales engineers to design and present IoT automation solutions.
- Delivered training to internal and external stakeholders, strengthening technical understanding.

SHAW COMMUNICATIONS | Apr 2020 - Sep 2022

Sales Manager | Vancouver, Canada

- Managed a team of 10 sales professionals and coached new hires.
- Helped close deals worth $3M USD.
- Received Sales Leader of the Quarter twice across British Columbia.
- Worked in a high-volume sales environment using Salesforce and other sales systems.

DOLLAR TREE | Apr 2019 - Apr 2020

Assistant Manager - Sales & Operations | Vancouver, Canada

- Exceeded sales goals by at least 15% regularly while managing a team of 6.
- Built local-business relationships and increased overall store sales.

WALMART | Jan 2018 - Apr 2019

Team Lead - Sales & Operations | Nanaimo, Canada

- Managed and supervised a team of 14.
- Received 11 Star Employee awards from customers and senior staff in the shortest time, setting a state-wide record.

CLUB MAHINDRA HOLIDAYS | Nov 2015 - Dec 2017

Senior Sales Executive | Pune, India

- Generated revenue close to $365k.
- Surpassed monthly sales targets by at least 20% consistently and maintained strong customer relationships.

SHAWMAN SOFTWARE | Sep 2014 - Nov 2015

Assistant Manager - Sales & Operations | Pune, India

- Trained sales teams across four major Indian cities and supported the mobile app launch team.
- Partnered with sales teams and used negotiation skills to close complex deals with high-value clients.

ASUN SOLAR POWER PVT. LTD. | Jul 2013 - Aug 2014

Business Development Executive | Delhi, India

- Presented and negotiated sales contracts with business owners and C-level executives across hotels, malls, and large industries.
- Identified and pursued business opportunities to generate new revenue and improve profitability.

EDUCATION

Master of Business Administration | Marketing Major: Vancouver Island University, Vancouver, Canada
Bachelor of Engineering | Computer Science: Indore Institute of Science & Technology, Indore, India

TECHNOLOGY & GTM STACK

AI & Product-Building: Claude • Lovable • Replit • Valley • Make.com • Zapier
CRM & Revenue Platforms: Salesforce • HubSpot • CRM Analytics
Sales Intelligence & Prospecting: ZoomInfo • Apollo.io • LinkedIn Sales Navigator • Amplemarket • Cognism • Lusha
Engagement & Communications: Dialpad
Productivity: Microsoft Office 365