Rahul Mainkar

SENIOR TECHNICAL SALES SPECIALIST

150, Prince Charles Crescent
Singapore
☎ +65 9018 0280

www.rahulmainkar.com
linkedin.com/in/rahulmainkar
✉ rahul.mainkar@gmail.com

Career Summary

- Senior Technical Sales Specialist (Platform & Database Management at SAP, Cloud Computing, Development platform) with 12+ years of experience in enterprise software industries in ASEAN.
- Certified Business Intelligence & Enterprise Architect expert; Certified Usability Analyst (Human Factors International); Sun Certified Java Professional; Computer Technology Engineer.
- Received Top Talent Award - SAP Labs India. Avid toastmaster, coach to aspiring individuals and Design Thinking practitioner.

SAP Asia PTE Limited Singapore	Senior Sales Specialist - Platform and Database	8 months	Present - Apr 2018
	Senior Sales Specialist - SAP Cloud Platform	9 months	Apr 2018 - Jul 2017
	Presales Senior Specialist - SAP Cloud Platform	1 yr 7 months	Jul 2017 – Dec 2015
	Manager - APJ Regional Presales	2 yrs 11 months	Dec 2015 – Jan 2013
	Senior Solution Consultant - Regional Presales	6 months	Jan 2013 – July 2012
SAP Labs, Bengaluru, India	Solution Consultant Business Analytics	4 yrs 4 months	July 2012 - Apr 2008
L&T Infotech, Mumbai, India	Flex Developer and Usability Analyst	2 yrs 4 months	Apr 2008 – Jan 2006
vCustomers, Mumbai, India	Technical Support Engineer	6 months	Jan 2006 – July 2005

Core Competencies

- High Impact Sales and Presales presentation
- Key account planning and management
- Robust relationship management
- Demand generation and pipeline management
- Complex product demonstrations
- Business Intelligence and Analytics
- Platform as a Service expert
- Data, Analytics and Middleware expert
- Document and content management
- Process mining and master data management

Professional Experience

SAP

10 years 8 months

- **Senior Sales Specialist - Platform and Database**
  Apr 2018 – Present 8 months
  Singapore
  Sr. Technical Sales specialist (Account Executive) for SAP's Database and Platform sales bag handling key account for Malaysia. Industries covered are Oil & Gas, utilities, Automotive, Plantation, transportation and logistics, wholesales and distribution.
  • Achieved 110% of individual revenue target in first two quarters of the role.
  • Generated a 10 million-euro strong pipeline in new market segments and net-new accounts.
  • Developed 5 repeatable sales plays and framework that was replicated across ASEAN successfully to achieve winning results.

- **Senior Sales Specialist - SAP Cloud Platform**
  Jul 2017 – Mar 2018 9 months
  Singapore
  Responsible for driving revenue for SAP Cloud Platform sales bag in Southeast Asia region. Product portfolio includes, PaaS, mobile solutions, User Experience as a Service, SAP HANA DB as a service, app development environment and enterprise business services. Worked closely with sales Support team to answer RFI/RFPs, also to document, maintain and communicate product sales collaterals.
  • Exceeded 2017 Sales Target
  • Established account plans and strategies around SAP Cloud Platform for Southeast Asia market unit.
  • Defined Sales play, establish strategic partner engagement model for the territory.

- **Presales Senior Specialist - SAP Cloud Platform**
  Dec 2015 – Jun 2017 1 year 7 months
  Singapore
  Evangelized and positioned SAP Cloud Platform as a PaaS of choice for our customers across strategic and key customer segments in Southeast Asia. As a part of regional Presales team focussed exclusively on SAP Cloud Platform (HCP), I specialized in PaaS portfolio like HANA, IoT, Fiori, Mobility, Analytics and Process Integration and application development.
  • Helped customers to build innovative applications, extend capabilities of ERP/cloud system and integrate solutions using SAP Cloud Platform.
  • Created and delivered technical presentations and demonstrations to address business pain points using latest technology trends like BigData, IoT, Wearable's, Mobility, Predictive etc.
  • Deal execution for SAP's strategic and Key customer segment, helped SAP grow revenue in cloud. Established account specific plans and strategies.

- **Manager - APJ Regional Presales**
  Jan 2013 – Nov 2015 2 years 11 months
  Singapore
  Managed a team of Deal Advisors. Led infrastructure projects like rolling out virtual studios for presales across 11 locations in Asia Pacific. Active contributor in regional presales operations and reporting. Led team spread across various countries in Asia Pacific region and they supported field presales to deliver stunning demos and customer presentations. Shared responsibility as a Regional Technical Lead for Demo infrastructure in APJ region. Managed regional level projects to rationalize APJ wide demo landscapes and implement remote selling tools and technologies across major offices in SAP. Supported regional presales in virtual selling techniques and delivery of remote demo infrastructure.

- **Senior Solution Consultant - Regional Presales**
  Jul 2012 – Dec 2012 6 months
  Singapore
  Regional Technical Lead for Asia Pacific Japan Region. Managed and administered SAP Demo Cloud, HANA and Analytics Solutions and landscapes for SAP Presales. Also assisted Presales in deals and sales opportunities by providing critical demo support and provisioning SAP systems. As a BI consultant and assists presales teams on deals and opportunities to drive revenue for SAP.

- **Solution Consultant Business Analytics**
  Apr 2008 – Jul 2012 4 yrs 4 months
  Bengaluru, India
  Certified Business Objects Enterprise administrator responsible for design, development, installation and support of over 20 SAP Business Objects 3.x/4.x Demo systems. Developed analytics reports and content on Web Intelligence, Xcelsius, Crystal Reports, Explorer, SAP Data Services, Information Steward and predictive workbench for field presales. Led a team of 4 and supported global presales team. Defined next generation demo platforms like VM based laptop images and Cloud. Designed and implemented SAP Business Objects demo platform on cloud platforms like SAP Demo Cloud, Amazon and Surgient. Contributed in UI projects like SAP executive demo framework based on Adobe Flex.

LTI

2 years 4 months

- **Flex Developer and Usability Analyst**
  L&T Infotech
  Jan 2006 – Apr 2008 2 yrs 4 months
  Mumbai, India
  Supported SAP Business Unit. Simplified user experience of complex SAP Screens for Vendor self service. Worked as a usability analyst, did user centric analysis and interviews and helped in defining UI wire frames for UI upgrade projects.

VCUSTOMER

6 months

- **Technical Support Engineer**
  vCustomers
  Jul 2005 – Dec 2005 6 months
  Mumbai, India
  Worked as a Technical support engineer for networking products like rourters, network cards, wireless devices etc. Trained on American English accent.

Professional Qualification

- Merit - Bachelor of Engineering (Computer Technology) From Priyadarshani College of Engineering, Nagpur, India, 2005
- Trainings: Demo2Win, Leadership Excellence @ SAP, Project Management (PMP), SAP Cloud architecture framework, SAP HANA, SAP BusinessObjects Enterprise, Crystal Reports, SuccessFactors (Level 1 LMS, TM), Ariba (P2P L1), SAP HANA Cloud Platform

Certifications

- Sun Certified Java Professional
- SAP Business Objects Certified Enterprise Professional
- Certified Usability analyst
- SAP Certified Professional Enterprise Architect

Volunteer Happiness

- Habitat for Humanity Singapore
  - Help to clean up and house of elderly citizens