

## **Sanjiv Sharma – Profile**

### **Experienced Business Development & Solution Sales Leader**



**Sanjiv has over 22 years of experience in leading cost-effective and revenue focused operations amidst geographically and economically diverse businesses and market environments globally.**

**During the last 2 decades he has worked with leading technology solution companies like Intel Corporation, NIIT Ltd and S Chand Harcourt (India) Pvt Ltd.**

**An experienced management professional with expertise in business development, solution sales, channel and partner management. He has worked with various technology solution providers in Executive Leadership positions. He was responsible for strategic planning, business development and deployment of various edutech programs and business verticals for Schools (K-12), Universities and Academic institutions, and driving the sales and revenue functions. This involved developing technology solutions for schools, higher education, working closely with Government agencies, Ministries and various leading organizations worldwide that are passionate in delivering solutions to the education eco system.**

**The roles during his professional career history have covered management of profit center operations, launch of sales and service delivery outlets, sales & marketing strategy implementation, channel expansion & channel management, customer life cycle management, leveraging partnerships, leading the business operations and sales force.**

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