

Professional Summary

- 9+ years managing \$2M+ portfolio for US/Australian Fortune 500 clients (Mercedes-Benz, Daimler Truck) across SaaS and digital marketing
- B.Tech Computer Science enabling bridge between technical teams and business stakeholders
- Proven 100% portfolio growth (\$1M to \$2M) through strategic account planning and remote team leadership across time zones

Work Experience

- **Rivulet Digital — White Label IQ** Remote (US Clients)
Senior Client Account Manager May 2024 - Present
 - Manage \$2M USD annual revenue portfolio for US enterprise marketing agency (Huebner Integrated Marketing), targeting growth to \$4-5M
 - Serve Fortune 500 clients (Mercedes-Benz, Daimler Truck), delivering 3D rendering, web dev, SEO, and email marketing solutions
 - Drive portfolio expansion through strategic account planning, upselling, and maintaining 95%+ client satisfaction
- **Uplers** Ahmedabad, India (Remote - Australian Clients)
Account Manager Nov 2019 - Apr 2024
 - Managed 160+ Australian clients across e-commerce, IT, automotive sectors with \$1M ARR, achieving 100% portfolio growth to \$2M
 - Led white label partnerships and self-managed business models, delivering staffing, recruitment, and digital marketing services
 - Built comprehensive account plans identifying revenue opportunities and growth strategies for each client
- **Indian Institute of Management (IIM Ahmedabad)** Ahmedabad, India
Marketing Research Associate Aug 2016 - Dec 2018
 - Managed marketing communications and digital strategy for Executive Post Graduate Programme, including website, social media, and outreach
 - Organized pan-India seminars/webinars, managing logistics and enrollment tracking for 500+ candidates
 - Performed data analytics using Tableau and Excel to track program performance and campaign effectiveness
- **Ottobock (German Healthcare Company)** Ahmedabad, India
Business Development Executive Nov 2015 - Jul 2016
 - Conducted competitive market analysis for orthotist/prosthetic products, driving strategic positioning and sales growth
 - Designed and executed market research using surveys, field studies, and SPSS statistical analysis
 - Achieved monthly sales quotas by developing customized client solutions and increasing revenue targets

Education

- **Post Graduate Diploma in Marketing** Ahmedabad, India
California State University Association — CGPA: 8.0/10 Apr 2016 - Jun 2017
 - Awarded "Motivation Engineers Medal for Outstanding Performance in Marketing and Sales Management" (2018)
- **Bachelor of Technology (B.Tech) - Computer Science** Ahmedabad, India
Gujarat Technological University — GPA: 7.73/10 Jun 2010 - Jun 2014

– Lions Young Leader Service Award (2014) — Network Management Training - Top 10 Student

Skills & Certifications

Account Management: Strategic Planning, Portfolio Management, Revenue Growth, Client Retention, White Label Partnerships

Digital Marketing: SEO, SEM, Email Marketing, Marketing Automation, Web Development, 3D Rendering

Technical: Cloud Computing (AWS, VPC), SQL, Java, HTML, Linux, DBMS, Tableau, Excel, SPSS, Google Analytics

Business Development: Sales Strategy, Negotiation, Staffing & Recruitment, Project Management, Remote Team Leadership

Certifications: Digital Marketing Specialization - University of Illinois (Coursera) — Customer Analytics, Marketing Channels

Additional: Languages: English (Fluent), Hindi (Native) — Available for remote work with North American companies — Open to relocation