

JAGATHISWARAN R

AI-Driven Sales & Growth Strategist | EdTech SaaS Revenue Leader | South India Territory Owner

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BRAND STATEMENT

High-performing B2B SaaS revenue professional with 2+ years of rapid career progression across Sales, Presales, Key Account Management, and Territory Leadership. Proven expertise in owning full-cycle enterprise sales, managing ₹15Cr+ pipelines, and achieving 90%+ client retention across South India (TN, KA, AP, TS). Strong command over AI-driven GTM execution, presales automation, CXO-level relationship building, and cross-functional team leadership. Consistently delivers 60%+ market penetration and double-digit growth; promoted twice in 18 months for exceptional revenue impact.

KEY ACHIEVEMENTS

- 60% higher lead conversion via AI tools.
 - 70% market penetration in TN & KA in 6 months.
 - 50% blog engagement & 60% follower growth.
 - 50% above procurement targets for LTTS.
 - 40% client purchase influence via pricing structure.
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PROFESSIONAL EXPERIENCE

Growth Partner | Iamneo (Full Time)

April 2025 - Present

Promoted to lead complete South India revenue operations (Tamil Nadu, Karnataka, Andhra Pradesh, Telangana).

- Own full-cycle revenue charter: new logo acquisition, renewals, expansions, and presales-to-close strategy.
- Achieved 70% market penetration in TN & KA within 6 months through structured GTM playbooks.
- Built and manage a ₹15Cr+ qualified pipeline using AI-assisted lead scoring and sector intelligence.
- Drove 92% renewal rate on strategic accounts via value-based QBRs and proactive adoption strategies.
- Key contributor to the NIIT strategic acquisition—handled client data segmentation & transition workflows.
- Mentor and support 6 junior sales associates, improving team closure rate by 30%.
- Delivered 60+ decision makers product demos, accelerating deal velocity and adoption.

Key Account Manager | Iamneo (Full Time)

May 2024 - April 2025

- Managed 70+ enterprise accounts across Chennai, Bangalore & Hyderabad, driving multi-crore ARR.
- Achieved 92% client retention and 28% YoY account growth, including onboarding 18 new accounts through consultative selling.
- Improved presales-to-close conversion by 60% using AI automation workflows.
- Exceeded procurement targets by 50%+ with clients such as LTTS.
- Served as internal beta tester, influencing 12+ product enhancements through customer insights.

Co-Founder | Next Level Groups

June 2019 - May 2024

- Built the brand from scratch to 25+ recurring clients while pursuing education.
- Owned full revenue cycle: cold outreach → qualification → closure → onboarding → renewals.
- Developed AI-supported inbound & outbound systems increasing conversion by 35%.
- Delivered 40% traffic growth and 20%+ MoM lead growth for clients through multi-channel campaigns.
- Achieved 80% repeat + referral business through structured onboarding and client success frameworks.

Marketing Intern | Verifair

May 2023 - July 2023

- Executed targeted email campaigns for renewable energy sectors, increasing industry connections by 10%.
 - Conducted market and competitor analysis, supporting 2% lead growth in African markets.
 - Enhanced brand visibility through SEO-driven blog and social content, boosting engagement by 40%.
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EDUCATION & CERTIFICATIONS

Master of Business Administration (MBA)
PSG Institute of Management | Anna University | 2024 | 75.8%
Mini MBA in Project Management
European Institute of Leadership and Management | 2025
Bachelor's in Computer Application (BCA)
SSMRV | Bangalore University | 2021 | 73.5%

CERTIFICATIONS

Scrum Master Certified
Artificial Intelligence Workshop | IIT Delhi (2019)
Google Project Management Certification
Understanding Customer Needs & Online Behavior | Google
Analytics in Marketing | Great Learning (2023)
Search Ads 360 | Google (2023)
Six Sigma White Belt

EXTRACURRICULAR ACTIVITIES

- AI Tools: Presales automation, lead qualification, market analysis.
- Marketing: SEO, SMM, email marketing, content creation.
- Design: Canva, WordPress, Wix.
- Analytics: Google Analytics, Search Ads 360.