



# RAHUL PAUL

## KEY ACCOUNT MANAGER CORPORATE SALES

### SYNOPSIS

Senior Corporate Sales & Key Account Management professional with 8+ years of B2B experience across automotive mobility, leasing, and SaaS platforms. Proven ability to drive double-digit revenue growth (~18% YoY), expand corporate leasing adoption (20% uplift), and build strategic partnerships with large corporates. Skilled in corporate-to-corporate (CTC) sales, EV & Hybrid mobility adoption, bulk vehicle deals, and client retention, with strong stakeholder engagement across CXO/Procurement/HR functions.

### WORK EXPERIENCE

#### Key Account Manager – Corporate

Ayvens (Formerly ALD Automotive), Gurgaon  
August 2024 – Present

- Drove ~18% YoY portfolio revenue growth, managing a client book worth ₹20 Cr+.
- Expanded leasing penetration by ~20%, designing CTC schemes and partnering with leasing players.
- Closed bulk SUV, EV & Hybrid fleet sales for large corporate clients, contributing to Ayvens-relevant sales KPIs.
- Conducted quarterly business reviews with CXOs, ensuring strategic alignment and long-term contracts.
- Reduced client TCO by 12% through EV & Hybrid adoption and fleet optimization strategies.
- Maintained a 95%+ SLA adherence rate, acting as the single point of contact for pricing, billing, logistics, and performance issues.

#### Business Development Manager (North Region)

ESOP Direct – A Qapita Company, Noida  
May 2023 – July 2024

- Spearheaded B2B sales in equity-based compensation SaaS solutions, engaging CXO-level stakeholders.
- Closed enterprise deals by leading product demos, consultative discussions, and solution selling.
- Strengthened pipeline through LinkedIn prospecting & targeted campaigns, converting key corporate accounts.

#### Key Account Manager (Enterprise Team)

DotPe Pvt. Ltd., Gurgaon  
Sept 2021 – Sept 2022

- Onboarded enterprise brands under custom SLA agreements, scaling client portfolio.
- Delivered campaign management (SMS, WhatsApp, Email) to boost client engagement and upsell digital products.
- Supported ERP/CRM/POS solution rollouts for enterprise clients, strengthening revenue streams.

📍 Current Location: Gurgaon

📍 Permanent Address: Kolkata

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### CORE COMPETENCIES

- Corporate Sales & Leasing (CTC, Fleet, SUVs, EVs & Hybrids)
- Strategic Account Management with Large Corporates
- Bulk Sales & Revenue Growth
- Leasing Partner Engagement & Policy Structuring
- Consultative B2B Selling & Client Retention
- Stakeholder Management (CXO, Procurement, HR)
- Mobility & Fleet Optimization (TCO reduction)
- Cross-functional Leadership (Ops, Finance, Marketing)
- ATL/BTL Corporate Activations

## ACHIEVEMENTS

- Delivered 18% YoY revenue growth and 20% leasing adoption uplift at Ayvens.
- Secured bulk fleet sales (SUVs/EVs/Hybrids) for corporates, aligned with CTC sales models.
- Improved client retention by 15% through consultative engagement.
- Reduced fleet TCO by 12% for corporate clients via EV & Hybrids adoption.

## LANGUAGES KNOWN

- English - Expert
- Hindi - Fluent
- Bengali - Native

## INTERESTS

- Sports: Table Tennis (represented Hooghly district at State Level Tournament).
- Travelling: Like to travel to new places, camping and adventure sports

### Account Manager

Zomato - Gurgaon, Haryana  
November 2020 to September 2021

- Managed corporate client onboarding & engagement, driving adoption of Zomato's SaaS solutions.
- Strengthened decision-maker relationships, ensuring operational excellence and revenue continuity.

### Sales Manager in Central Supply Team

Zomato - Gurgaon, Haryana  
August 2018 to October 2020

- Launch O2 City in Shillong, Meghalaya
- Signed contracts with HORECA partners, driving onboarding timelines from 14 days → 3 days.
- Led acquisition campaigns for SMEs & corporate subscribers, improving market penetration.

### Digital Banker

Kotak MahindraBank - Gurgaon, Haryana  
May 2017 to July 2018

- Managed HNIs & UHNIs relationships, driving digital adoption of banking apps.
- Executed BTL campaigns & staff training, improving digital penetration KPIs.

## EDUCATIONAL HISTORY

### Post Graduate Diploma in Management in Management

IILM Graduate School of Management, Noida, Uttar Pradesh  
2015 to 2017

### B. Com(hons.)

University of Calcutta, West Bengal City College - Kolkata, West Bengal  
2011 to 2014