

MANOJ NARANG

ENTERPRISE SALES DIRECTOR | AI • CLOUD • PLATFORM SERVICES • STRATEGIC PURSUITS

Reading, UK | +44 7547 797801 | narangsmanoj@gmail.com | LinkedIn: narangsmanoj

EXECUTIVE PROFILE

Enterprise Sales Director with 22+ years of success delivering enterprise growth across the UK, EMEA, APAC and North America. Trusted advisor to CIOs, CTOs and executive boards with responsibility for a £30M annual individual quota, £80M team revenue target and £100M+ qualified pipeline. Consistently exceeds revenue targets through executive deal shaping, strategic partnerships and complex enterprise transformation programmes across AI, Cloud, Platform Engineering, DevSecOps, FinOps and Managed Services.

COMMERCIAL HIGHLIGHTS

- £42M revenue delivered in FY25 (140% attainment)
- £46M revenue delivered in FY24 (184% attainment)
- £38M revenue delivered in FY23 (190% attainment)
- Landmark Ardagh strategic win (multi-million contract)
- Directed pursuits valued up to £65M
- £100M+ qualified pipeline ownership
- £30M annual personal target | £80M team target
- 15 sales leaders mentored | 100+ professionals led

CORE EXPERTISE

Enterprise Sales Leadership • Strategic Accounts • AI & Cloud • Platform Services • Executive Selling • GTM Strategy • New Logo Acquisition • Executive Deal Shaping • Commercial Negotiation • Microsoft • AWS • Google Cloud • SAP • Forecasting • Sales Leadership • Digital Transformation

PROFESSIONAL EXPERIENCE

IBM CONSULTING | Sales Director (Business Development Leader), UK&I Platform Services | 2022–Present

- Exceeded quota for three consecutive years, achieving 140% in FY25.
- Commercial ownership of a £30M annual quota, £80M team target and £100M+ qualified pipeline.
- Designed and operationalised IBM UK&I Platform Services GTM following the Nordcloud acquisition.
- Led executive pursuit strategy for opportunities valued up to £65M.
- Played a leading commercial role in the landmark Ardagh transformation programme.
- Built strategic executive partnerships with Microsoft, AWS, Google Cloud and SAP.
- Influenced enterprise opportunities exceeding £113M cumulative contract value.
- Mentored 15 sales and pursuit leaders while leading cross-functional pursuit teams.

Representative Clients: Ardagh Glass Packaging, HMRC, Royal London, BMW, Bupa, NFU Mutual, Scottish Government, Volkswagen, Poundland, Football Association and Confidential Public Sector Client.

INVENIO BUSINESS SOLUTIONS | Vice President – Enterprise Sales & Business Development | 2014–2022

- Built and led a global organisation of 100+ professionals.
- Generated annual revenues exceeding £20M.
- Won 12+ enterprise customers generating £15M+ revenue.
- Developed SAP alliance programmes creating £10M+ pipeline.
- Led SAP S/4HANA, IBP, EWM and Digital Supply Chain sales across UK, EMEA, APAC and North America.

EARLIER CAREER

Rishabh Software — Senior Manager, Sales

Glodyne Technologies — Sales & Strategy Manager

Atos — Account Manager

Accenture (Zenta) — Business Development Representative

EDUCATION

Master of Business Administration (MBA), University of Mumbai

INDUSTRY EXPERIENCE

Financial Services • Manufacturing • Industrial • Retail • Consumer Products • Public Sector • Automotive

TECHNOLOGY ECOSYSTEM

Artificial Intelligence • Microsoft Azure • AWS • Google Cloud • SAP • Platform Engineering • DevSecOps • FinOps •
Managed Services • Digital Transformation