Thakur Sahil Singh

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SUMMARY

Driven and dynamic Sales and Operations Leader with a proven track record in boosting revenue and team performance. Extensive experience in strategic planning, CRM, and data-driven decision-making. Known for enhancing sales productivity and managing key client relationships. Demonstrated success in developing strategic account plans and executing targeted training programs.

WORK EXPERIENCE

UnizPortal — Chandigarh, India

Sales Head *November 2024 – Present*

- Launched and scaled UnizHome from establishing to market penetration leading end-to-end B2B and B2C sales strategy, budget ownership, and full-cycle hiring
- Secured and onboarded 82 strategic property management partners across the UK within 6 months, building a nationwide network that expanded market coverage and lead flow
- Recruited, developed, and led a 20-member high-performance sales team, implementing KPI frameworks, targeted training, and incentive programs that boosted team productivity and conversion rates
- Accelerated first-cycle revenue to $48K, generating 300 student bookings with a 32% conversion rate from qualified leads, exceeding initial projections

Amber — Pune, India

Senior Manager - Sales and Operations *October 2023 - November2024*

- Streamlined and optimized pipeline management for over 10 managers, resulting in a 15% increase in overall sales productivity across the London sales division and generating $4M+ in team revenue
- Conducted thorough lost analysis on past deals to identify key trends and areas for improvement, leading to the implementation of targeted training programs that resulted in a 10% increase in win rate by reducing lead leakage

Manager - Sales and Operations *July 2022 - September 2023*

- Responsible for coaching, and creating a plan with the Sr. manager to set targets for a group of 25 sales agents
- Analyzing data and creating strategies according to the current market scenarios, getting the award for ‘Senior Sales Manager of the Quarter’
- Tracking KPIs and KRAs of the team, raising approximately $1.2M in team revenue per year

Team Lead - Sales and Operations *October 2021 - July 2022*

- Responsible for mentoring, coaching, and creating strategies with the sales manager to set targets for 5-7 associates
- Tracking KPIs and KRAs of the team, raising approximately USD $800K+ in team revenue

EDUCATION

University of Wollongong/La Trobe University — **Sydney, Australia**

Coursework Taken *2018 - 2020*

- Relevant Coursework: Organizational Behavior, Business Management, Advanced Project Management, Supply Chain Management, Economics, Accounts, Statistics

Roots Business School — **Hyderabad, India**

Bachelor of Business Administration (BBA), Marketing *2015 - 2018*

- Relevant Coursework: Market Research, Business Communications, International Marketing

SKILLS & INTERESTS

Technical Skills: MS Office, Tableau, SQL, CRM Management, Data Analytics (Coursera – in progress)
Languages: Fluent in English, Hindi, and conversational proficiency in Telugu