



PRABU PARTIL

SOCIALLY CONSCIOUS VISIONARY WHO CULTIVATED \$215B IN GLOBAL BUSINESS OPPORTUNITIES

- SENIOR IT, TELECOM & CLOUD BUSINESS DEVELOPMENT EXECUTIVE -

CAREER BRAND: High-octane revenue rainmaker with an unwavering focus on driving profit growth, client retention, and corporate revenue. Talented utility player with a passion for emerging and disruptive technologies.

LEADERSHIP PEDIGREE: Networking dynamo proficient in 5 languages. Inclusive executive who champions and role models legendary relationship management.

BUSINESS DEVELOPMENT ROI: Articulate business development strategist and stakeholder engagement master who positioned >\$215B in revenue:

- Generated \$175M+ in new business and closed ~\$750M in new deals, exceeding corporate quotas up to 246% for 10 consecutive years.
- Enabled STEALTH server Ethernet switching solutions to reach more than 450 companies across 33 industry segments.
- Solidified partnership with \$100B Asian industrial conglomerate serving 420M subscribers that propelled Verizon into Chinese market.



“PRABU POSSESSES THE ‘OPEN SESAME’ MAGIC NEEDED TO PENETRATE EMERGING MARKETS.” ~ JT WILSON | APPLE

CHANNEL PARTNER MANAGEMENT ■ GLOBAL ENTERPRISE SALES ■ C-LEVEL SALES & MARKETING ■ GO-TO-MARKET PLANNING ■ PROFIT DELIVERY ■ GLOBAL BRAND & PRODUCT POSITIONING ■ STRATEGIC MARKETING ■ DEAL ACQUISITION, NEGOTIATIONS & CLOSING



BUSINESS DEVELOPMENT EXPERIENCE & ACHIEVEMENTS

XUAJEI TELECOM | NEW YORK, NY | 2011 – Present

Chinese \$100B global telecom & technology firm with 100K+ employees.

SVP OF GLOBAL BUSINESS DEVELOPMENT

Recruited to direct technology commercialization, localization, and democratization spanning the newly realigned consumer retail, and mobile ecosystems of the company. Preside over an executive team of 12 and a \$125M P&L.

Jumpstarted \$135M in Technology Deals & >\$5.95B in Key Alliances with Industry-Leading Partners

- STRATEGIC ALLIANCE-BUILDING:** Forged high-profile strategic alliances with key industry leaders to access best-in-class technologies on behalf of Xuajei’s 250M subscribers. Select alliances include:
 - Proposed \$2.7B project with China’s largest social media network to initiate the nation’s largest private and public sector Greenfield data center and renewable energy opportunity.
 - Secured, incubated, grew, and led lucrative partnership with Apple to propel potential \$3B+ business opportunity and commercialize next-generation computing system throughout the Xuajei global enterprise.
 - Won \$70M+ deal to initiate joint venture and expand CDN media and security products/solutions access.
 - Orchestrated strategic collaboration with Amazon to launch \$180M+ expansion of film/television streaming services.
- TECHNOLOGY DEAL DEVELOPMENT, NEGOTIATIONS & CLOSING:** Closed and spearheaded service rollout for a \$67M transit, data center, business continuity, and disaster recovery deal as part of a \$6B global network services engagement.
 - Set vision, strategized, and guided a potential \$450M alliance spanning 4 business lines with Cisco. Led a team of 40 through build-out of +\$68M, M2M platform design, consulting, and installation services.



BUSINESS DEVELOPMENT EXPERIENCE & ACHIEVEMENTS, CONTINUED

STEALTH NETWORK TECHNOLOGIES | NEW YORK, NY | 2007 – 2011

Leading supplier of Gigabit & 10G Ethernet network infrastructure solutions with \$550M in sales.

VP OF US SALES

Built next-generation network revenue from zero to \$22M in 4 months by penetrating 3 new markets. Drove US market expansion that boosted sales 6X in 3 years. Oversaw \$144M P&L; laid foundation that won \$380M in major contracts with Microsoft and Apple.

Positioned Acquisition by HP | Earned or Contributed to 8 Industry Accolades in 4 Years

- ▣ **MARKET SHARE ENHANCEMENT:** Increased market share 12% by leveraging strategic sales and market penetration that yielded a 15% market share gain over closest competitor.
- ▣ **BUSINESS EXIT STRATEGY DESIGN:** Played key role in structuring exit strategy and setting the stage for \$630M acquisition.

VERIZON | NEW YORK, NY | 2000 – 2007

Second-largest US telecommunications company with \$30B in global revenue.

AVP OF GLOBAL SALES

Captured >\$405M in sales while forging China territory from inception and securing the region's largest deals. Led direct/channel sales and acquired 325 new clients in 2 years. Ranked in US Top 1%; achieved 147% to 253% of quota over 7 years.

Locked in >\$436M in Tenure Sales & \$846M in Partner Deals | Opened Chinese Market for Verizon

- ▣ **NEW MARKET PENETRATION:** Built the business case for Verizon's joint venture partnership with China's leading telecom group. Brokered an international long distance deal valued at \$375M that enabled penetration of a key Asia-Pacific market.
- ▣ **YEAR-OVER-YEAR SALES GROWTH:** Carved out +20% YOY revenue gains by maximizing \$31M sales pipeline to generate >156% in new sales growth.
- ▣ **INCREMENTAL SALES MAXIMIZATION:** Steered \$56M opportunity to close deal with world's largest single-country mobile operator with 490M subscribers. Landed \$415M incremental services deal for full-suite managed web hosting services.



EARLY CAREER SNAPSHOT

MCCLOUD TECHNOLOGY SOLUTIONS | NEW YORK, NY

Software-as-a-Service company acquired by Adobe in 2000.

DIRECTOR OF US SALES

Instrumental in propelling this start-up e-commerce SaaS to 31% growth and #1 market position within 11 months.



EXECUTIVE PROFILE

EDUCATION:

MBA in Finance | Kellogg School of Management | Northwestern University
Executive Leadership Program | Yale University
BS in Economics | Columbia University

INDUSTRY LEADERSHIP:

Board Member | Asian Telecommunications Society



PROJECT OVERVIEW:

Prabu came to me with an achievement document longer than 30 pages which he wanted me to condense for use in his new resume. His original resume was likewise long and stuffed full of details. As a dynamic sales and business development go-getter, he was in the process of leveraging his contacts at major firms to cultivate a new career opportunity for himself.

Because Prabu wanted a visually dynamic resume to match his equally dynamic personality and career history, I created a layout that was easy to read but quickly showcased his very impressive achievements to date. Rather than add lots of text boxes and additional graphics, I kept the focus on his accomplishments in order to include as many as I could. I used twin taglines, a testimonial, and a summary graphic to showcase his career brand. I also broke his summary down into 3 sub-sections to make it easy to read and digest. I set up his skills section as a visual divider between his summary and his work history.

In the latter section I included brief company information and an overview power statement which summarized his sales and business development achievements for each role. These were folded up into the summary graphic to make sure that the grand totals provided truly reflected the scope of his impacts to date.

To age-proof his resume I profiled his earliest role in a prior section and omitted the dates. Although I could have showcased his credentials in his summary, I felt that section was busy and long enough and thus left these details in their traditional location.

Lastly, but most critically, I mercilessly omitted non-critical data and statistics to avoid overwhelming readers. I kept sentences brief and to the point to ensure a lean, clean writing style.

Prabu launched his career search in April and landed a new VP of Sales & Business Development role within 4 months.