



Dinesh Miglani

ACCOUNT DIRECTOR

Profile Summary

Experienced professional in IT client management, sales and consulting for 10 years across multiple industry domains and digital solutions including SAP

Employment History

Account Director, HCL Technologies, Gurugram

JANUARY 2021 — PRESENT

Managing a global leader in software products, services & platform provider:

- Explore and create new opportunities for revenue in potential clients as per account management strategy and white space analysis
- Work collaboratively with practice and solution teams in preparing the RFP responses, handle end-to-end sales operations for ongoing opportunities
- Develop, manage and nurture relationship with multiple client LOBs by serving as a trusted advisor, ensuring effective delivery and revenue realization
- Discuss and resolve escalation points and course correct as required for high customer satisfaction and better quality of experience

Account Manager, Tata Consultancy Services, Gurugram

JULY 2014 — DECEMBER 2020

Led digital solution consulting and SaaS sales for Indian customers, leading a team & responsible for the following:

- Develop and execute sales strategies to grow revenue, improve coverage, better penetration and enhance competitive position in North India
- Working with the solution teams to incorporate needs & feedback to meet the customer expectation
- Manage end to end sales till contracting and handover to delivery
- Collaborating with different industry associations as a strategic initiative to create brand awareness across region
- Setting performance metrics & performance evaluation of the associates

Education

Masters of Business Administration, IBS Hyderabad, Hyderabad

2012 — 2014

Bachelors of Technology, Maharshi Dayanand University, Rohtak

2008 — 2012

Details

Gurugram

India

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Core Competencies

Account Management

Business Development

Client Relationship Management

Links

[LinkedIn](#)

Languages

English

Hindi

Interests

Playing Guitar