SHUBHANGI GUPTA

Product & Technology Sales | B2B Partnerships | Client Engagement

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PROFESSIONAL SUMMARY

Sales and partnerships professional with 7+ years of global experience managing revenue pipelines, enterprise client relationships and consultative sales cycles across India, the UK and international markets. Proven commercial track record across SaaS and digital solutions environments , £1M+ revenue pipeline, 25% QoQ pipeline growth and senior stakeholder engagement at Goldman Sachs, UBS and Lloyd's Register. Skilled in inbound and outbound inside sales motions, leading value-led conversations that build trusted advisor relationships across SMB and mid-market accounts. Active Adobe Document Cloud and Acrobat power user with hands-on experience driving product adoption through consultative engagement. Strong in CRM management, pipeline forecasting, upsell and cross-sell strategy, and data-driven sales optimisation.

COMMERCIAL EXPERIENCE

Recruitment Manager, South Asia Jan 2026 – Present

Luminate Education Group (University Centre Leeds & Leeds Conservatoire) | Remote, India

- Own the end-to-end commercial pipeline for South Asia across two institutional portfolios, covering prospecting, qualification, conversion and retention.
- Generated £1M+ revenue pipeline through consultative partner engagement, market analysis and tailored solution positioning across diverse recruitment markets.
- Delivered 25% quarter-on-quarter pipeline growth through structured sales cadence, targeted partner engagement and data-driven performance management.
- Designed Power BI dashboards and CRM reports tracking pipeline KPIs, improving reporting turnaround by 30% and data accuracy by 25%.
- Led the ACG X LC strategic partnership programme, a high-value B2B institutional collaboration, managing stakeholder alignment, contract delivery and commercial outcomes end to end.

International Marketing & Partnerships Officer Jan 2025 – Dec 2025

Luminate Education Group (University Centre Leeds & Leeds Conservatoire | Leeds, UK

- Built and scaled a 50+ partner network across South Asia and China, managing the full partner lifecycle from sourcing and contracting through to activation and ongoing growth.
- Drove market entry strategy across three key growth markets India, Vietnam, and China, developing go-to-market plans at both institutional and operational level to establish new revenue channels.
- Converted 10+ new agents directly from international events and delegations, translating conference relationships into active revenue-generating partnerships.
- Coordinated academic delegations and international launch events across India, Vietnam and Thailand, managing travel logistics, visa arrangements and event budgets for global engagement activities.
- Processed purchase orders, vendor invoices and commission payments using institutional procurement systems, ensuring compliance and timely disbursement, reducing backlog by 50%.

Customer Experience & Sales Specialist Apr 2024 – Dec 2024

Leeds City College, Luminate Education Group | Leeds, UK

- Managed high-volume inbound sales cycle across six college portfolios, handling 770+ calls and enquiries with a 95% satisfaction rate during peak enrolment periods.
- Increased event attendance by 25% through targeted outreach campaigns and coordinated logistics for 1,000+ students across conversion events.
- Optimised CRM workflows and introduced data validation protocols, improving reporting accuracy by 30% and ensuring full GDPR compliance.

Associate Consultant — Client Engagement & Transformation Jul 2018 – Sep 2022

Infosys Ltd | Pune, India

- Served as primary client contact for enterprise transformation programmes at Goldman Sachs, UBS, Bank of America and Lloyd's Register, managing senior stakeholder relationships across APAC, EMEA and the Americas.
- Designed and presented Power BI dashboards to C-suite stakeholders at Lloyd's Register, visualising a 3,000-employee migration and improving reporting accuracy by 40%.
- Delivered a major corporate carve-out for Lloyd's Register, coordinating cross-functional teams, executive briefings and multi-country project delivery within scope and budget.
- Automated reporting workflows using advanced Excel and macros, reducing manual processing time by 50% and improving financial reconciliation accuracy.
- Awarded the Infosys Insta Award for excellence in client engagement and cross-cultural stakeholder management.

Campaign Manager & Fundraising Volunteer Aug 2021 – Sep 2022

Robin Hood Army (Co-Lead, Lucknow Chapter) The Kind Hour | Lucknow, India

- Mobilised 2,000+ volunteers and 50+ community partners, delivering 44,000+ meals and 1,000 vaccinations during COVID-19, demonstrating large-scale stakeholder coordination under pressure.
- Raised £1,000 in 48 hours through a targeted emergency fundraising campaign using urgency-based messaging and relationship-led outreach.

EDUCATION

MSc International Marketing Management | Grade: 2:1 2022 – 2023

University of Leeds | Leeds, UK

- Dissertation: Effect of NGO type and message appeal on consumer engagement. Key finding: emotional appeals increase engagement by up to 20%, directly applicable to sales messaging and product positioning.
- Elected Student Course Representative, Marketing Department.

B.Tech Information Technology | Grade: Distinction CGPA 9.1 2014 – 2018

SRM Institute of Science & Technology | Chennai, India

CORE SALES COMPETENCIES

◆ Consultative Selling	◆ Pipeline Building & Management	◆ B2B Account Management
◆ Inbound & Outbound Sales	◆ Product Demo & Positioning	◆ Client Onboarding & Expansion
◆ Salesforce & MS Dynamics CRM	◆ Sales Forecasting & Reporting	◆ C-Suite Stakeholder Engagement
◆ Cross-Cultural Client Sales	◆ Revenue Pipeline Ownership	◆ Partner & Channel Sales

KEY COMMERCIAL ACHIEVEMENTS

£1M+ Revenue Pipeline
Built across 50+ partner relationships in South Asia and China

25% Pipeline Growth QoQ
Delivered through structured sales cadence and data-driven partner engagement

95% Client Satisfaction
Sustained across 770+ inbound interactions during peak sales cycle

Adobe Product Expansion
Consultatively drove Acrobat adoption across strategy team by identifying workflow gaps, positioning product value and securing internal buy-in

Infosys Insta Award
Recognised for outstanding client engagement across multi-country enterprise programmes

40% Reporting Accuracy Uplift
Power BI dashboards delivered actionable C-suite intelligence at Lloyd's Register

CERTIFICATIONS

Agentic AI for Business Strategy | Vanderbilt University	Feb 2026
Marketing Analytics: Presenting Digital Marketing Data| LinkedIn	Dec 2022
Strategy Planning and Execution | Harvard Business Impact Enterprise	Sep 2021
Leading People, Negotiating and Presentation Skills | Harvard Business Impact Enterprise	Aug 2021

TECHNOLOGY & TOOLS

CRM & Sales Tools: Salesforce | MS Dynamics | HubSpot CRM | LinkedIn Sales Navigator | ZoomInfo | ProMonitor
Sales Execution: Outreach | Pipeline Forecasting | Sales Cadence Management | SMB & Mid-Market Sales Cycles
Adobe Products: Adobe Acrobat Pro | Adobe Document Cloud | Adobe Creative Cloud | Acrobat Sign | Adobe AI Assistant
Analytics & Reporting: Power BI | Google Analytics | Meta Business Suite | KPI Dashboards | CRM Reporting
Productivity & Collaboration: Microsoft 365 | SharePoint | G Suite | Zoom | Microsoft Teams