

Rohan Wagh

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Birthdate: 26.04.1988
Nationality: Indian



Professional Experience

03/2017 – till date

Business Development Manager & Sales Consultant in NavVis GmbH in Munich

- Prime NavVis Product Market Fit to Australia, New Zealand, Singapore, India, and Philippines markets resulting in the acquisition of both Mid- and Large Accounts
- Key account management and maintaining relationship with key members of the accounts
- Identify and convert C-level leads (i.e. Chief Digital Officers, Enterprise Plant/Factory Heads, BIM/Construction Managers & Facility Innovation Managers) via Social Selling (# of LI connections quadrupled from 2017 to 2019)
- Conduct 30-40 Discovery Calls on a monthly basis with an average closing rate of 20% as quantifiable leads
- Initiate and lead more than 200 virtual and physical customer journeys and technical demonstrations of NavVis 3D Visualization Software
- Partner closely with NavVis Indian clients to close “sell-with” projects at a 20% acquisition rate
- Present NavVis’ technology at leading geospatial and digitalization trade shows in Germany, India, USA and the Philippines eg. [Geospatial World Forum](#), [INTERGEO](#), [SPAR3D](#)
- Collaborate with dedicated Technical Account Managers to ensure client success

Entrepreneur & Owner/Operator Nashik, India

05/2013 – 08/2015

- Launched own company as a front-runner in a high-demand niche segment as a consultative intermediary bringing impact and value to government-led construction projects
- Closed deals with more than 30 targeted clients with large account sales orders (margin over 20%)
- Successfully developed business for and sold-with regional construction materials leaders [Flyocrete Green LLP](#) & [JVS Comatsco Ind. Pvt. Ltd.](#)

Interim COO in Jupiter Associates, Nashik, India

11/2011 – 04/2013

- At the age of 21, stepped into an interim COO position for a 300-employee company and experienced a steep learning curve in people leadership (headed engineering and construction department of 40 individuals,) long-term change management (right-sizing company,) and end-customer consultation
- Hunted and closed large deal contracts for Industrial Constructions and Maintenance namely [Godavari Biorefinery](#) (construction of fermentation tanks, epoxy works, etc.), [Signature Foods International](#) (construction of warehouses & internal maintenance works)

Business Development Representative in Stemcyte India Pvt. Ltd, Nashik, India

07/2011 – 11/2011

- Conducted cold calls, presentations and scheduled drop-ins with targeted doctors, families and individual patients to build a relationship, explain, and provide a high-value personal health service

Education

2015 – 2017

Master of Business Administration (MBA), Frankfurt School of Finance & Management

- Received a partial scholarship from the FSFM based on entrepreneurial distinctiveness
- Grade Point Average: 2,0
- Key Marketing & Master Thesis Projects
 - LIDL Stiftung & Co. KG*
 - Consulted the LIDL marketing team to implement a sweeping digital strategy to increase brand value and market share in the [baby product segment](#)
 - Kompass Mentoring*
- Provided an Account Base Go-to-Market Strategy for MENTALetics App, including the analysis of application life cycle, related cost of Development, Pricing & Market Awareness Strategy

2005 – 2011

Bachelor's in biotechnology engineering, KIT, India

- Leading regional university which was the first in its class to launch a Biotech Faculty
- First Class Honors
- Bachelor thesis:
Identification and characterization of bioactive compounds including ANTIMICROBIAL PEPTIDES from extracts of selected medicinal plants

Software Skills

- MS Office (Proficient)
- Microsoft Dynamics (Proficient)
- LinkedIn Sales Navigator (Proficient)
- Confluence (Proficient)

Languages Known

- Deutsch – A1
- Englisch – Native
- Marathi – Native
- Hindi – Native
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Skills and training

- Construction supervisor