



## ABOUT ME

A dynamic, creative and innovative sales manager with a 13.6 yrs. long track record of successfully leading business units and managing high performance teams across geographies. A proven 'closer' with a fiercely competitive approach in winning business and managing accounts from a strategic and tactical perspective. I have a persistent drive for improvement and can plan and organize account workloads whilst still being flexible enough to prioritize tasks

## SOCIAL

+91 9873493495

4/61 Shivaji Nagar  
Gurgaon - 122001

rachna.khetarpal@mail.com

## SKILLS

- Project Management
- Operations & Strategy
- Resource Planning
- Digital Marketing
- Media Strategy

# RACHNA KHETARPAL

## EXPERIENCE

**Intelenet Global Services Pvt. Ltd for Google**

2014-Present

*Manager Operations-Google Agency Support India & AUNZ*

- Managing vendor sales operations team for Google SMB Agency business to efficiently acquire & sustain long tail agencies estimated at \$40 MN Total Book and \$8 MN Acquisition Book. Lead the team of 20+ Members for SMB agency Management operations India & AUNZ

**Jini Online Pvt Services Ltd.**

2013-2014

*Team Leader*

- Managed 20 member team for technical support sales - US operations

**Dell India Pvt. services Limited**

2006-2012

*Sales Coach*

- Coached teams for IT hardware and service sales -EMEA & India operations

**Hero ites**

2003-2006

*Sales representative*

- Supported credit card verification & upsells fro Chase - US operations

## EDUCATION

- Pursuing Executive Program Global Business Management from IIM Calcutta (2018 - present)
- BSC - IT  
Amity University - 2014,2017
- Diploma in Aeronautical Engineering - RGMCA Jaipur - 1998,2001

## AWARDS

- I-Sparkle H1 FY'17
- Bronze Award - DELL Q3 FY'11

## TRAINING & CERTIFICATION

- Design Thinking by Shyam Viswanathan
- Mercury Goldman Sales Training
- Adwords Certified

## REFERENCES

**Gaurav Jain**  
Vendor Operations Lead - Google  
jainga@google.com

**Abdul Halder**  
Sr. Manager - Intelenet  
haldara@google.com