**Neeraj Satpall**

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**Senior Director and Entrepreneur**

Experienced managing director and business leader with a proven ability to drive business growth through robust international sales strategy. Internationally adaptable, having worked with diverse teams across continents. Takes a bigger-picture view of business whilst remaining pragmatic and attentive to the details of profit and loss performance.

* Business Development
* Strategic Planning
* Account Management
* Business Leadership
* Sales Operations
* Analysis and Improvement
* Relationship Building
* Financial Control
* Client Retention
* Marketing Strategy

**10+ Years of Senior Management Experience**

**Founder and Director**Xtrasio Technologies 2019 – Present

Currently designing automation platforms which enhance and augment human work. Delivering end-to-end solutions using cognitive learning, machine learning and robotic process automation.

**Managing Director**Genesis Technology Services Ltd (formerly GTL Europe Ltd) 2012 – 2019

Ran the overall business of this network services company. Built and maintained a successful management team. Worked on sales, marketing and strategic partnerships to ensure continued business growth. Oversaw all profit and loss, setting company budgets and forecasts to consistently deliver progress toward the company’s overall strategic direction.

* Turned around the company’s performance and **achieved growth of 200% in five years**.
* Recognised by Grant Thornton as **among** **the fastest growing companies** of 2017.
* Applied smart profit and loss management to control spending. **Cleared the company’s past debts** and made it completely cash positive.
* Named by the London Stock Exchange Group as **one of the “1000 Companies to Inspire Britain”** in both 2017 and 2018.
* **Profiled and featured in “The Parliamentary Review”** in 2018.

**Global Head of Sales**GTL Ltd 2010 – 2012

Managed all sales for this infrastructure services company. From HQ in India, led growth in Asia, Africa, the Middle East and the Americas. Established productive relationships with customers and suppliers in all these territories.

**Senior Vice President of Sales, Global Services**Orange Business Services / France Telecom 2007 – 2010

Led disparate teams through mergers and acquisitions, and successfully grew the business by winning large multi-year deals.

**Senior Vice President of Sales**GTL Ltd 1998 – 2007

**Assistant Manager, Marketing**Punwire 1994 – 1998

**Education**

**MBA** – Panjab University

**Bachelor of Engineering, Electronics and Telecommunications** – Doctor Babasaheb Ambedkar Marathwada University