



Satish Shenoy

The 'Channel Sales' Guy!

Advisor / Author / Speaker / Runner



Meet Satish Shenoy

Advisor / Author / Speaker / Runner

Satish Shenoy is an enterprising channel sales leader who has worked for Lucent Technologies, Avaya, Moxtra and ScoreData, and currently growing RPA market leader Blue Prism's Premier Technology Partnerships across the Americas. Satish has honed his channel sales and business development acumen in various leadership positions which have seen him travel to 40 countries.



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Satish demonstrated his potential early on as part of an expat assignment for Avaya, which saw him build relationships with over 120 channel partners and deliver 22% growth on multi-million dollar businesses based out of Singapore and Thailand.

“Satish's presentation was **inspiring** and **thought-provoking** and nicely packaged. I enjoyed his presentation style.”

Henry M - San Jose, CA



He has since gone from strength to strength, bringing his expertise to promising Silicon Valley start-ups and pioneering enterprises in the new technology space spanning artificial intelligence and machine learning platforms, cloud collaboration tools, and robotic process automation. Having acquired a Masters in Computer Science from Michigan State University, Satish is able to leverage his technical background, apart from his leadership experience and global orientation, for problem-solving and consensus-building.

Satish is consulted by companies across size and industry on maximizing value from channel partnerships, primarily Value Added Resellers (VARs), System Integrators, Service Providers (SI/SPs) and Independent Software Vendors (ISVs). Outside of his profession and speaking engagements, Satish is an avid long-distance runner, and a member of the exclusive “7 Continent Club” – a group of long-distance runners that have run at least one marathon across each of the seven continents. He is also an enthusiastic public speaker, having engaged audiences in five continents and earning a Distinguished Toastmaster title.



Satish Shenoy Speaks

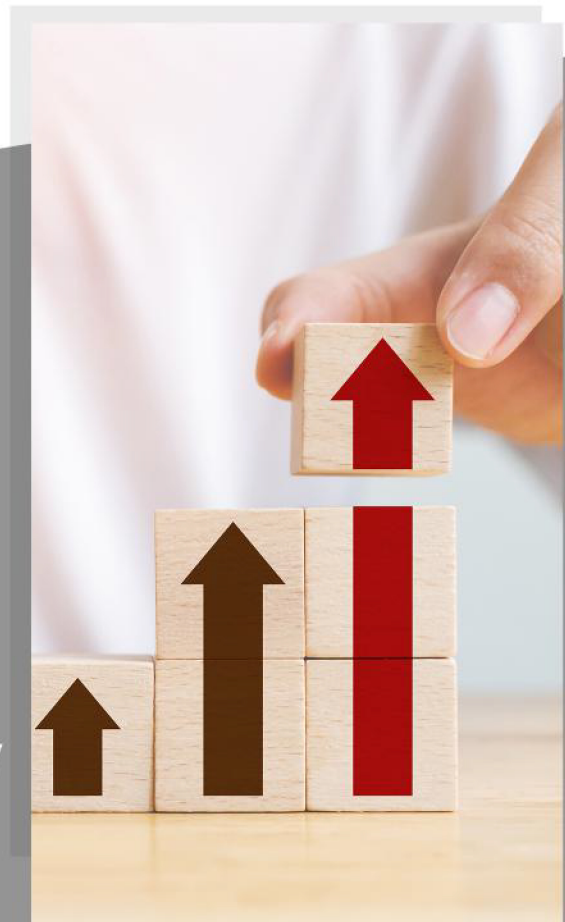
A Consummate Speaker with Deep Insights in Channel Sales!

Scaling Yourself

More Of What You Want, Less of What You Don't!

From the time you wake up to the time you go to bed, you are constantly battling things that need your attention, so that you can use your time wisely and get things done and grow yourself and your company. The challenge is getting to more of the things you want and less of the things you don't.

In this practical session, you will learn a useful framework of uncommon insights and best practices and the practical steps, and tools and techniques to use to help you scale yourself to do more of what you want growing personally and your company and lead a more fulfilling life.





Think Fast, Speak Smart *Framework, Tools & Techniques for Impromptu Speaking*

It is widely known that one of the aspects of being a good communicator and a credible leader and an a sales thought leader is being good at responding on your feet. From business networking to interviews, team meetings to social situations, impromptu speaking shows up everywhere in our lives...

While, for some, the uncertainty of what's coming your way can be unsettling, and the anxiety associated with public speaking can be crippling, the limited time in which we have to respond only adds to the challenge. In this session, you will take away several tools and techniques to get into a better mindset about listening, deciding, organizing and expressing a cohesive response to almost any question that comes your way. Role-plays will further illustrate and cement the concepts shared and provide you with a great opportunity to try out the new tools and techniques – it is guaranteed to be a fun, interactive and memorable session!!

Channel Advisor

Prepare, Recruit, Onboard, Manage and Grow

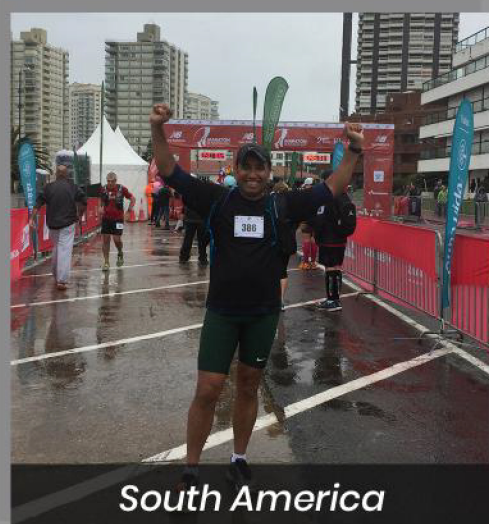
As companies look to scale up their businesses, leaders are looking for various ways to grow quickly. Business leaders are not always sure what they need to do to scale, how to scale and more importantly when to scale. Having helped scale businesses ranging from seed stage startups to Fortune 500 enterprises.

We have created frameworks and playbooks to prepare, recruit, onboard, manage and grow companies significantly using the right combination of channel partners. The channels could vary based on the growth stage of the company, the product, industry. Partner types typically include referral partners, resellers, system integrators (SIs), service providers (SPs), independent software vendors (ISVs) or a combination of these channels. Using these frameworks and playbooks, companies have experienced substantial revenue growth over 12 to 24 month period resulting in multiple million dollars of growth delivered to the top-line and bottom-line.



Satish's Passion for Running

A seasoned long-distance runner who has completed over ten marathons, Satish is a member of the exclusive "7 Continent Club" – a group of long-distance runners who have run at least one marathon across each of the seven continents, including Antarctica.





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