

Jamileh Elias



Global Executive
& Team Leader,
Business Development,
Corporate Sales and
Channel Partnerships

✉ jamileh.elias@gmail.com

☎ 514-244-4549

🌐 jamilehelias.com

🌐 linkedin.com/in/jamilehelias

A transformational global leader in senior sales, revenue generation, and executive management roles that has built a solid reputation as a trusted advisor to both her clients and teams within some of the world's top multinational IT corporations: IBM, Bell Canada, and Tech Mahindra.

ABOUT

She strived to be recognized as a servant genuine leader. She has successfully established a competitive global market experience by extending her connections and reach from Canada to US, to the Global markets. Her knowledge extends across a breadth of innovative and evolving advanced technological landscape of solutions and services. Her background and experience in the industry includes corporate sales, business development, team leadership, strategic partnerships, and some start-up sales, in different areas around digital transformation from SaaS, Platforms, Automation, AI, ML, Services both managed and staffing.

She is a customer centric focused advocate. She is known to achieve a partnership-client relationship versus a vendor-client relationship. She repeatedly transforms her clients to Executive Sponsors. Her negotiation skills and natural ability to build trusting and lasting relationships have won her countless acclaims and success stories over the years. For her team, she strives to empower, impact and influence.

SKILLS

- Strong Business Acumen with a strategic Planning Mindset.
- Extensive experience in contract negotiations.
- Acute attentions to details and professionalism.
- Excellent verbal and written communications skills in both English and French.
- Exceptional interpersonal skills with the ability to build lasting relationships.
- Results-oriented with a focus on creative problem solving through a customer-centric approach.
- Strong team building and Leadership skills, with the ability to motivate, influence and inspire.

PROFESSIONAL EXPERIENCE

JAN 2023 – PRESENT

Senior Sales Executive

ACCENTURE

- Building best-of-class trusted-based long-term strategic client relationships. Co-creating & Delivering innovative Technology solutions. Powering the intelligent enterprise through Cloud & Transformation, Digital Commerce, Sales & Marketing Transformation, Data & Analytics, Automation, Intelligent Operations, IPS: Cloud/SaaS, Security, Supply Chain & Industry X, Innovate Trust & Safety, Transformational Change Management.
- Investing in and delivering 360-degree value to enable purposeful growth and shaping big ideas alongside clients.
- Across industries: Comms & Media, Health, Life Sciences, Insurance, Software and Platforms, Banking & Capital Markets, Industrial Equipment, Consumer Goods & Services, Retail
- Specific focus on SAP Solutions and Offerings: Rise with SAP and SOAR with Accenture, SAP Business Technology Platform, SAP S/4HANA, SAP on the Cloud, Sustainability, Finance, Supply Chain, Intelligent Talent 7 HR, Sourcing & Procurement, Customer Experience, Intelligent Data Management, Intelligent Asset Management, Accenture myConcerto, Human Capital Management software.

2020 – 2022

President, Global Markets

EPSOFT TECHNOLOGIES

Global Head of Direct Sales & Channel Sales
- SaaS Platform, Managed Services,
Resourcing & Staffing

Signed a multi-year strategic US based a BFSI Wealth Management client in FL, US into an Enterprise-Level Agreement that will define the future of the EPSOFT revenue growth plan and exit strategy.

Recognized for building and signing a strategic partner channel through, US, Canada, EMEA and Europe.

- Building the Foundation of Sales and Strategy to reshape and expedite the product platform roadmap.
- Creating a go-to-market plan, strategy, and framework based on strategic sales across multiple Industries in Healthcare, Banking, Financial, Insurance, Investments, Manufacturing and Food Distribution.
- Responsible for building & expanding C-Level customer relationships to reshape the future of EPSOFT and driving growth.
- Responsible for building, leading, coaching & mentoring a multi-disciplinary team across different levels, leveraging their individual strengths geared by best practices and tested methodologies.
- Building a Channel Partner Ecosystem and spearheading it to a multi-million opportunity and funnel potential.
- Selling into US & Canada, Large & Medium enterprise: SaaS Platform, Managed Services, Resourcing & Staffing.
- Net-New Revenue \$25M with a projection of \$50M.

PROFESSIONAL EXPERIENCE

2016 – 2020

Vice President, Sales & Strategy

TECH MAHINDRA

Co-Founder of the Transcend initiative, an ongoing interactive forum for the future of women leadership.

Recognized for successfully acquiring 2 new major logos in Banking and Railroads expanding Tech Mahindra's Canadian landscape

- Senior Leadership strategic role and responsibilities - wearing different hats and reporting to Global Head of Sales and Marketing to help build the Canadian territory from ground up.
- Participating in the building a Canadian Center of Excellence contributing to the launch of the company's \$200M investment in AI, Machine Learning, Block Chain and Robotics.
- Building lasting C-Level relationships with Clients, alliances, strategic partners, and advisors successfully expanding Tech Mahindra's footprint as a leading digital IT solution provider in the Canadian market across industries.
- Leading and coaching a team of client delivery managers, inside sales, client development managers and consultants to act as ambassadors, driving the DAVID strategy (digital, automation, verticalization, innovation and disruption) to optimize the customer experience.
- Selling into US & Canada Large & Medium enterprise: 5G, Blockchain, Cybersecurity, Artificial Intelligence, end-to-end digital transformation, Managed Services and Staffing.
- Responsible of \$50M Revenue cross industry BFSI, Railroad, Aerospace, Manufacturing.

2013 – 2016

Senior Vice-President, Sales

EMJ GLOBAL SOLUTIONS

Successfully signed one of the largest MPLS deals in Bell channel with a leading global ICT provider.

- Owned, built, and managed the end-to-end Sales team and activities driving Bell's end-to-end sales cycle across various industries and verticals, effectively promoting the Bell Business Markets extended solutions offerings.
- Selling into Canada, Large and Medium enterprise: Mobility, IoT, Internet & Private Networks, Communications, Cloud, Security with \$15M Revenue responsibility.

2011 – 2013

Senior Software Channel Executive

IBM

Achieved record annual results of 132% of new business partner license revenue.

- Responsible for all business relationship development and technology solutions delivery to clients in the Industrial, Public and all commercial accounts including Health Care, Government, Education and Communications.
- Implemented multi-year client relationship and strategies expanding the IBM presence within the client's organization.
- Provided leadership and direction to the national Channel Business Partner division helping customers to transform their business with a focus on driving software cross-brand sales through IBM Channels.
- Aligned with the IBM Marketing division to establish sound business development plans for each channel sales team to help them achieve their business goals through demand generation and lead generation initiatives.
- Drove bookable net revenue of \$25 million per annum across the different IBM Software Brands.
- Selling into Canada and US Fortune 500 corporations.

PROFESSIONAL EXPERIENCE

2011 – 2013

Senior Software Channel Executive

IBM

Achieved record annual results of 132% of new business partner license revenue.

- Responsible for all business relationship development and technology solutions delivery to clients in the Industrial, Public and all commercial accounts including Health Care, Government, Education and Communications.
- Implemented multi-year client relationship and strategies expanding the IBM presence within the client's organization.
- Provided leadership and direction to the national Channel Business Partner division helping customers to transform their business with a focus on driving software cross-brand sales through IBM Channels.
- Aligned with the IBM Marketing division to establish sound business development plans for each channel sales team to help them achieve their business goals through demand generation and lead generation initiatives.
- Drove bookable net revenue of \$25 million per annum across the different IBM Software Brands.
- Selling into Canada and US Fortune 500 corporations.

1999 - 2011

Senior Executive, Sales & Channel Major Accounts

BELL CANADA

Recipient of the Bell Canada President's Club Award for annual performance and achievement.

Featured as Bravo award-winning Success Story of the Year for two consecutive years for designing and implementing innovative new solutions, which resulted in 56% ROI.

- Managed major Bell Canada enterprise accounts for both Quebec and Ontario, Canada
- Implemented a new department for reselling to Internet Service Providers at the dawn of the introduction of high-speed Internet into the market.
- Provided a range of end-to-end solutions to help clients extend their network reach across Canada and into the US. Offered a wide range of wholesale services including connectivity, hardware, managed and professional services, tailored to clients' business needs to help grow their market and deliver value to their end customers while ensuring compliance with CRTC regulations.
- Managed a team of external channel partners for the Canadian territory.
- Built and executed upon the annual business plan for the territory including implementing sales and marketing initiatives, conducting funnel reviews and KPIs, and tracking partner certification and training.
- Implemented strategic initiatives to develop new opportunities and grow the revenue stream.

EDUCATIONAL BACKGROUND

COMPUTER-BASED INFORMATION SYSTEMS | MCGILL UNIVERSITY
CERTIFICATE, CROSS BRAND TOP GUN | IBM
CERTIFICATE, INFORMATION MANAGEMENT | IBM
CERTIFICATE, GLOBAL SALES SCHOOL | IBM