

Sayan Dutta

Enterprise B2B SaaS & AI Sales Leader | Global Business Development | GTM Strategy | IIM Ahmedabad

Delhi NCR | +91 81445 05848 | sayandutta13@gmail.com | linkedin.com/in/sayandutta13 | sayandutta.in

PROFESSIONAL SUMMARY

Enterprise B2B SaaS and AI sales leader with 12+ years selling analytics and AI platforms to Fortune 500 companies and infrastructure owners across the USA, Europe, APAC and India. Closed a \$10M TCV Fortune 500 deal and, at Quadrical Ai, 2 multi-year platform deals covering 3.5 GWp. Specialises in complex enterprise deal cycles, GTM strategy, pricing and building repeatable sales processes and teams from scratch.

CORE COMPETENCIES

Enterprise Sales | Full-Cycle Deal Management | Go-to-Market (GTM) Strategy | Pricing & Packaging | International Business Development | Key Account Management & Expansion | Consultative & Challenger Selling | C-Suite Engagement | RFPs & Pilots | Strategic Partnerships | Sales Playbooks | Pipeline Management & Forecasting | CRM & Sales Operations | AI & SaaS Platforms | Renewable Energy (Solar, Wind, FDRE)

PROFESSIONAL EXPERIENCE

Head - Global Business Development | Quadrical Ai | Delhi NCR | 12/2025 - Present

AI-powered asset management and performance monitoring platform for renewable energy portfolios.

- Closed 2 multi-year platform deals with IPPs (a private-cloud deployment and a perpetual licence) covering 3.5 GWp and adding \$3M+ TCV.
- Built a 10 GW+ pipeline and ran a full US RFP and pilot for a utility-scale developer, taking Quadrical into international markets.
- Grew a flagship IPP account from 243 MWp live towards ~800 MWp across 7 plants; extended a 10-property commercial real-estate portfolio into energy scheduling, green-power allocation and BMS integrations.
- Took Quadrical into FDRE (Firm & Dispatchable RE) with a smart-scheduling offering, mapped 40+ IPPs, developers and EPCs, and built tiered CMMS pricing for utility-scale O&M.
- Turned services into recurring revenue through AMCs, change-request frameworks and custom-development rate cards.
- Migrated the CRM, standardised proposal, AMC and onboarding templates, and introduced phased pilot-to-portfolio onboarding.

Head of Business Growth & Strategy | Futr Energy | Delhi NCR | 04/2025 - 12/2025

- Owned the growth roadmap: GTM design, segmentation, positioning, pricing and sales.
- Led enterprise business development and partnerships with IPPs, OEMs and EPCs.
- Ran revenue forecasting, pipeline management and performance tracking.

Senior Sales Manager, GTM Strategy | Bazefield (Univers Digital) | Delhi NCR | 04/2023 - 04/2025

Global provider of AI-powered energy management and decarbonisation software.

- Closed a \$10M TCV enterprise deal with a Fortune 500 client, owning the full cycle from discovery to contract.
- Built the GTM playbook and a repeatable enterprise sales process for new products.
- Used challenger and consultative selling to shorten deal cycles and raise win rates on high-value accounts.
- Rolled out structured outreach and messaging frameworks, lifting lead-to-opportunity conversion by 35%.

Assistant Vice President, Strategy (Founder's Office) | Prescinto Technologies (acquired by IBM) | Delhi NCR | 04/2022 - 07/2023

AI-powered renewable energy asset management SaaS.

- Built and led a 10-person cross-functional team and set up regional sales infrastructure in the USA and Europe from scratch.
- Led sales strategy and execution for the SaaS platform across mature and emerging markets.
- Established repeatable sales processes and messaging that produced predictable pipeline and deal conversion.
- Drove sales, product and marketing alignment, growing LinkedIn reach by 219% and supporting enterprise client acquisition.

Business Development Manager | QOS Energy | Delhi NCR | 04/2019 - 04/2022

Data intelligence and cloud software for renewable asset owners.

- Led international business development and new-market entry across the USA and APAC in solar and wind.
- Converted customised pilots with IPPs and O&M companies into multi-year SaaS contracts.
- Built a partner network of EPCs and consultants to co-sell and extend reach.

Data Analyst | Locus Energy (now Stem) | Delhi NCR | 05/2017 - 04/2019

- Managed a 500+ MWp portfolio of North American commercial solar accounts, driving adoption, retention and upsell.
- Ran outbound inside-sales campaigns that converted qualified leads into platform subscriptions.
- Owned client onboarding, training and support; maintained CRM workflows for pipeline and renewal forecasting.

ROC Analytics Engineer | Fenice Energy (formerly SunEdison India) | Chennai | 01/2014 - 01/2017

- Built automated performance dashboards for large solar portfolios, cutting manual reporting cycles by 40%.
- Delivered performance reporting for portfolio managers across multiple geographies.
- Led monthly performance reviews, turning technical and financial data into executive summaries.

EDUCATION

Master of Management Studies (Marketing, Business Strategy) | Indian Institute of Management (IIM) Ahmedabad | 2019 - 2021

Bachelor of Engineering | Sathyabama University, Chennai | 2009 - 2013 | First Class with Distinction (75%)

ADDITIONAL

- **Publications:** "Chasing L1: Who Owns the Risk After the Ribbon Is Cut?" (Medium, 2026), on risk ownership in renewable energy procurement.
- **Venture project:** Co-created celebrity fashion and lifestyle brand platform (10/2020 - 09/2021).
- **Languages:** English, Hindi, Bengali, Tamil.