

# MAHMOOD LAKHANY

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## SUMMARY OF QUALIFICATIONS

Top performing and accomplished sales professional with proven expertise in getting past gatekeepers, securing meetings, and closing new business. Consistent over-achiever with a strong work ethic and proficiency at appropriately prioritizing multiple projects. Industry selling experience includes Oil & Gas, Energy, Utilities, Mining, and Railroad.

## EDUCATION

Bachelor of Science, Business Administration

Warren National University

## PROFESSIONAL EXPERIENCE

### DIMENSION SOFTWARE

#### *Senior Sales Development Representative*

January 2023 – November 2024

- Effectively generated a sales pipeline of 2M using Cold Calls, Networking, Emails and LinkedIn.
- Promoted Asset Intellect and Alarm Sentinel, helping companies achieve optimal performance and reducing costs.
- Conducted discovery calls, high-quality follow ups, and maintained consistent communication with prospects.
- Worked cross functionally to manage inbound/outbound leads qualifications, up-selling, and relationship building.
- Leveraged CRM (Hubspot) to track and optimize sales performance.
- Provided senior management with regular activity reports, including sales forecasts, pipeline status, and prospecting.
- Successfully managed the sales cycle from prospecting to discovery call and demos.

### LOGIC POINT, INC

#### *Business Development Representative*

January 2019 – December 2022

- Successfully built a list of over 1500 companies and contacts in Hubspot.
- Conveyed Logic Point's value proposition (Data Cleansing) to C-Level executives.
- Partnered with Marketing, Inside Sales, and Pre-Sales to work on RFI's and RFP's
- Understand separate value propositions for all products and effectively conveyed ROI and TCO to potential customers.
- Coordinated with Pre-Sales, and managed process through qualification, product demonstration, negotiation, and closing.
- Aggressively sought new customers, while exhibiting a high level of know-how in prospecting and lead generation.
- Effectively helped close Xcel Energy and Norfolk Southern, totaling \$1M.

### SURVALENT

#### *Regional Sales Manager, Central*

October 2017 – September 2018

- Effectively generated and closed new business opportunities within the central region, carrying annual quota of 1M.
- Liaise with Engineering, Inside Sales and Proposal teams, and respond to RFI's and RFP's in a timely manner.
- Maintained up-to-date customer information, sales activity, forecast, and other relevant information in Salesforce.
- Presented Survalent's SCADA solution to Utilities, Water/Wastewater, and Oil & Gas.
- Actively followed up to ensure all renewals come thru prior to deadline.
- Successfully renewed existing accounts and closed 400k in Q4, 2017, 350k Q1, 2018, and 450k in Q2, 2018.
- Generated over 1M in renewals for year 2018.

### MERIDIUM (acquired by GE DIGITAL)

#### *Sales Development Representative*

May 2015 – May 2017

- Ranked #1 out of 5 SDRs on the team at generating meetings and business opportunities.
- Identified and pursued new opportunities within O&G, Utilities, and Energy generating a sales pipeline worth 2M.
- Performed heavy cold calling to prospect, identify, qualify, and continuously increase sales pipeline.
- Communicated the value of Meridium's Asset Performance Management (APM) solution to executives and leaders, including Plant Managers, VP of Asset Management, Director of Reliability and other relevant titles.
- Cultivated an understanding of internal processes and resources needed, effectively managing sales pipeline.
- Engaged Pre-Sales, Solution Consultants, and Subject Matter Experts, to address prospects' questions.

## REFERENCES

Available upon request