

MANISH GOYAL

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HIGHLIGHTS

- Founded, led and sold Isovia Inc, an enterprise software company that successfully deployed mobile and wireless solutions to Fortune 1000 clients
- 7 years of experience in complex enterprise sales with over \$35 Million in closed deals
- Master's and Bachelor's degrees from MIT in Computer Science and Electrical Engineering

CONSULTING SKILLS

- Business Analyst – Research, ROI analysis, technical feasibility and architecture development
- Sales and Business Development – Sales presentations, RFPs, technical pre-sales engineering, business case assessment, partner training, sales pipeline validation, marketing collateral
- Technical Writing – White papers, user documentation, training materials, etc.

PROFESSIONAL EXPERIENCE

JP MOBILE INC. (Acquired ISOVIA)
Dallas, TX

Sr. Alliance Manager

2001-2002

Led all aspects of JP Mobile's channel relationships with IBM/Lotus, HP-Compaq, MarketSource, and Ciber Consulting towards establishing a reference client base for mobile enterprise applications.

- Worked closely with executives at IBM & Lotus to develop a channel partnership to re-sell JP Mobile solutions with revenue target of \$15 million over 5 years. Negotiated multi-year partner obligations for the roadmap.
- Post Isovia merger, managed solution delivery teams for HP, MarketSource, and Ciber Consulting and defined new sales message. Signed extended software and services deals with MarketSource and HP.
- Established strategic partnership with executives at Compaq Solutions for technology co-development.
- Re-defined core product requirements and revamped technical strategy based on alliances roadmap.

ISOVIA INC. (Acquired by JP MOBILE)
Boston, MA

Founder/V.P. Sales & Business Development

1999-2001

Founder of Isovia, which developed mobile & wireless applications to enable real-time interaction, enhance efficiency, and improve quality of service with field personnel.

- Defined and validated product requirements to serve as gateway between handheld devices and enterprise back-end systems (ERP, SCM, CRM, legacy).
- Closed deals with beta clients including JD Edwards and Shared Medical Systems (the world's largest provider of ERP for healthcare). Managed delivery of pilot implementations.
- Raised \$5 million in venture financing from Soft Bank, Isherpa Capital, and angel investors.
- Achieved \$1 million in year 1 bookings; personally accounted for 90% of total revenue.
- Recruited experienced executive team with a track record of 12 successful acquisitions; grew the company to 65 employees.
- Signed F1000 clients including Hewlett-Packard, Adidas/Taylormade, Johnson & Johnson, Red Bull, WB Mason, CGU/One Beacon and Intertape-Polymer.
- Developed business case for Hewlett-Packard's sales team to leverage Isovia's supply chain solution with an estimated ROI within 60 days. Led solution development and roll out to help successfully achieve that ROI. Over 500 units in the field today with annual savings of \$625k in sales operations.
- Developed revenue-producing channels including i2 Technologies, MarketSource, Ciber, Ironside Technologies, Research In Motion (RIM) and Sun Microsystems. Led national road show to train numerous partner sales agents on value proposition. Interfaced with partner executives to build \$6 million sales pipeline. Developed complex ROI models and business cases for partners' premier clients.

- Managed solution delivery teams for flagship customers as well as post-rollout customer training.
- Sold the company in 2002 to JP Mobile for cash and stock. Isoviva's value to JP Mobile lay in the proven intellectual property and an established customer base.

TRIOLOGY INC.
Austin, TX

Business Development / Technical Pre-sales

1998-1999

Led sales cycles for 7 and 8 figure deals as technical expert. Built relationships with customers' executive teams (CIO, VP Sales, VP Operations, etc.) to create business solutions using Trilogy's e-commerce platform.

- Achieved bookings in excess of \$30 million. Deals included Silicon Graphics Inc, Compaq Corporation, Lucent Technologies, Tektronix, Compucom, and CMP Media.
- Led ROI analyses and developed customer case studies.
- Built order entry and order routing prototypes by integrating into various ERP systems.

INVINO INC. (Acquired by YouthStream, Inc.)
Boston, MA

Founder

1996-1998

Founded software company to develop networking architecture for real-time communication over corporate intranets. Successfully launched Instant Messaging platform in 1997. YouthStream, Inc subsequently acquired Invino.

EDUCATION

MASSACHUSETTS INSTITUTE OF TECHNOLOGY

- Masters of Engineering in Computer Science and Electrical Engineering
- Bachelors of Engineering in Computer Science and Electrical Engineering
- Focus: Signal Processing and Computer Systems Engineering
- Grad GPA: 4.9 / 5.0
- Teaching Assistant to Dr. Amar Bose (Founder of Bose Corp) for Acoustics

PERSONAL

- Born in India; raised in Atlanta, GA
- Fluent in Hindi & Punjabi
- Interests: Film/TV Production