



Rishi Dhawan

Managing Partner

Rishi Dhawan brings 20+ years of global experience as a business leader at prominent tech companies and is known for developing high-performing sales teams and delivering winning results. Working with CXOs and sales leadership across industry verticals, he has successfully leveraged the power of the ValueSelling Framework® to improve business performance, achieve consistent double-digit revenue growth and drive client retention.

For 11 years, Rishi was the head of India and Southeast Asia Enterprise Sales at Gartner, the world's leading research and advisory organization. He was instrumental in establishing the APAC Strategic Account Group, selling to large conglomerates and growing accounts exponentially. Rishi and his team of seasoned sales leaders and account executives consistently set new benchmarks for performance. He credits his team's success to a strong adoption of the ValueSelling Framework®. Their achievements include:

- A track record of 125%+ quota attainment and 85%+ client retention for ten consecutive years.
- The CEO Award for Global Excellence as a Sales Leader in 2016 and the coveted Eagle Award in 2015.
- Ten consecutive Winner Circles awards.
- Achieved 25% + CAGR for ten consecutive years.

After his time at Gartner, Rishi was the Senior VP & Country Head, Sales for India & Southeast Asia at Tech Mahindra, a leading global technology service provider, and played a pivotal role in establishing the enterprise business in the region. In addition to his knowledge of enterprise business, Rishi also has experience cultivating extensive GSI relationships and working through the TIER-2 channel partner community. Having started his career with Ingram Micro, he then worked for Wipro Ltd., heading their partner and alliances business across India and Southeast Asia.

Rishi believes in developing a strong sense of purpose across his teams, helping employees achieve their personal and professional goals. This passion for development and coaching is on full display in his work with leading startups, where he offers guidance on emerging tech, GTM strategy, and marketing and partnership plans.

Rishi earned his Bachelor of Technology in Industrial Engineering (with honors) from the National Institute of Technology (NIT) and his MBA from Narsee Monjee Institute of Management Studies (NMIMS) in Mumbai, India. Outside of the office, he is an avid runner who has run multiple half marathons, a self-proclaimed travel freak and loves to spend time with his daughters. Rishi is also very active in his local community, where he works with leading NGOs.

Keep it simple. Drive results.

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