

IMRAN HASHMI

Principal Sales Leader, Americas | DevOps, Engineering Lifecycle Management (ELM), Spectrum & Automation

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EXECUTIVE PROFILE

Senior technology sales executive with 25+ years of experience in enterprise software sales and management. Proven strength in executive relationship development, complex enterprise agreements, sales leadership, customer value creation and partner collaboration across the Americas.

Currently leads IBM Americas sales strategy for DevOps, Engineering Lifecycle Management, Spectrum and related automation solutions across the United States, Canada and Latin America.

LEADERSHIP EXPERTISE

Executive Leadership	Enterprise Software Sales	Strategic Account Management
Complex Negotiation	DevOps & DevSecOps	Engineering Lifecycle Management
AI & Automation	Ecosystem Development	Revenue Growth Strategy
C-Level Engagement	Sales Team Leadership	Client Modernisation

PROFESSIONAL EXPERIENCE

IBM | Principal Sales Leader, Americas

DevOps, ELM, Spectrum & Automation | 2022 - Present

- Lead Americas sales activity, pipeline development and customer success.
- Coordinate sales, technical, ecosystem and channel teams around strategic opportunities.
- Lead complex enterprise negotiations and modernisation initiatives.
- Engage executives, engineering leaders and procurement organisations to align technology investment with business outcomes.

IBM | Americas Sales Leader, Engineering Lifecycle Management

2019 - 2022

- Led growth of IBM ELM solutions across the Americas.
- Developed strategic account plans for enterprise engineering transformation.

IBM | Software Sales Leadership Roles

2008 - 2019

- Held progressive leadership roles across enterprise software, DevOps, application lifecycle management, middleware, integration and hybrid cloud.

Fusion Middleware Sales Leader

2007 - 2008

- Led sales for SOA, BPM, business intelligence and enterprise content solutions.

Director, Sales & Marketing

2000 - 2006

- Built Fortune 1000 client relationships and supported 217% revenue growth over four years.

EDUCATION & EXECUTIVE DEVELOPMENT

Harvard Business School

Harvard Business Insight Program, Negotiations

Questrom School of Business, Boston University

Advanced Sales Leadership Program, IBM

The City University of New York

Undergraduate Studies in Computer Science | 1997 - 2000

CERTIFICATIONS & TRAINING

- IBM Signature Selling Certified | 2006
- Sandler Sales Training | 2007
- IBM executive and advanced sales leadership programmes

AWARDS & RECOGNITION

Best of IBM | Golden Circle | 100% Club | IBM Sales Eminence Award

INDUSTRY & SOLUTION FOCUS

DevOps & DevSecOps | Engineering Lifecycle Management | High-Performance Computing | AI-enabled Software Delivery | Application Modernisation | Hybrid Cloud | Enterprise Automation | Middleware & Integration | Strategic Licensing