

Daniel Praneeth

Commercial Enablement, CRM Adoption & Business Change

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PROFILE

Experience since 2013 across school leadership, instructional design, immersive learning and enterprise commercial enablement. I connect business processes, technology and learning so people can work through change with clarity.

EXPERIENCE

AVEVA | April 2024–present

Functional focus: commercial enablement, CRM workflow learning, release enablement and learning operations.

Business Operations I: 20 October 2025–present

S&T Senior Analyst: 6 January–19 October 2025

Sales Operations Analyst – I: 1 April 2024–5 January 2025

- Joined Campaign-to-Cash during R5B, contributed through R5C and led enablement delivery within my assigned R5D scope. Coordinated process owners, SMEs and business/technology stakeholders on readiness, reviews, communications and launch support.
- Designed a seven-module Salesforce curriculum, MEDDPICC courses and Salesforce scorecard content. Developed demonstrations, practice activities, job aids and reinforcement with SME input and approved sources.
- Developed role-based onboarding resources and supported live learning. Managed assigned learning in Workday LMS: publishing, enrolment support, completion reporting and partner certificate administration.

Paktolus Solutions | AR/VR Learning Architect | May 2022–March 2024

Designed immersive learning experiences using user-centred approaches. Collaborated across functions and supported mentoring and onboarding of junior team members.

Vivify Solutions | Instructional Designer & eLearning Developer | January–April 2022

Translated content into structured digital learning experiences.

Earlier education & learning experience | 2013–2022

Principal, King of Kings School (June 2013–May 2019); freelance instructional design (2017–2019); department leadership at Gurukul International School (June 2019–April 2020); Senior English Lecturer, Vishwajyothi International College (March 2021–May 2022).

SELECTED INDEPENDENT WORK

RevenueOS: Commercial decision-support demo connecting public procurement signals, buyer evidence and prioritisation; fictional company context and demonstrated CRM hand-off.

Enablement AI Radar: Source-linked technology monitoring with collection scripts, reports and scheduled GitHub workflows. Projects developed through iterative, AI-assisted implementation.

EDUCATION & TOOLS

MCA, AR/VR specialisation — Amity University (programme 2022–2024; conferred 2025)

MA English — IGNOU (2020–2021) · BA English (2010–2013)

Salesforce · Workday LMS · Articulate Storyline/Rise · SharePoint

Languages: English, Telugu, Kannada; limited Hindi; elementary Tamil