



SUMMARY

✈️ B2B Lead Generation Expert | 14+ Years in Business Development | Data Enrichment Specialist

With over 14 years of proven success in Corporate Sales and Strategic Outreach, I specialize in building high-velocity, cost-optimized lead engines that drive global revenue growth. My expertise lies at the intersection of traditional Business Development and modern Data Science.

What I bring to the table:

✔️ Advanced B2B Prospecting: Expert in extracting unlimited, verified mobile numbers and official emails using Apollo.io, LinkedIn Sales Navigator, and advanced scraping workflows without premium overheads.

✔️ Data Enrichment: Scaled lead volumes by 300% through proprietary automated data mining and CRM enrichment strategies.

✔️ Strategic Growth: A track record of acquiring high-value corporate clients and managing a professional network of 30K+ LinkedIn connections.

✔️ Global Outreach: Specialist in crafting psychology-driven, high-conversion email campaigns for international markets.

📊 IMPACT SCORECARD

300%

\$0

30,000+

40%

Pipeline Acceleration

Lead Gen Tool Spend

LinkedIn Global Network

Shorter Discovery Phase

🏠 ACADEMIC FOUNDATION

- MBA (Administration) – MS University (2011)
- Bachelor of Engineering (Mechanical) – Anna University (2007)
- Certification: Marketing Expert – FITA Group (Advanced Business Sales)

Function	Advanced Tools & Methodologies	Business Outcome
Data Extraction	Apollo.io, LinkedIn Sales Navigator, Web Scraping	80% Cost Reduction in lead acquisition.
Sales Automation	Automated Workflows, Precision Targeted Sequences	Zero Manual Error and high-velocity prospecting.
Pipeline Management	CRM Enrichment (Zoho, HubSpot, Free-tier Workflows)	30% Faster Conversion cycles for enterprise deals.

PROFESSIONAL EXPERIENCE

Organization & Role	Tenure	Key Strategic Accomplishments
Cynosure Recycling (<i>BD Manager</i>)	Mar 2025 - Present	<ul style="list-style-type: none"> Architected a robust B2B framework for global contact intelligence. Targeted high-value ITAD & Battery Recycling C-suite accounts.
Ascent Urban Recyclers (<i>BDM</i>)	Dec 2024 - Feb 2025	<ul style="list-style-type: none"> Accelerated market penetration via high-velocity lead enrichment. Secured enterprise partnerships for global EPR Compliance.
MTC Group (<i>Senior BD Specialist</i>)	Jan 2023 - Nov 2024	<ul style="list-style-type: none"> Generated a continuous flow of B2B opportunities for Plastic & ELV units. Leveraged social selling to close major international contracts.
Earth Sense Recycle	Dec 2011 - Dec	<ul style="list-style-type: none"> 11-Year Legacy: Scaled a startup into a global circular economy

Data Acquisition & Lead Generation

- Business Lead Generation Expert: Advanced mastery in extracting unlimited verified B2B contact numbers and official email IDs daily using cost-efficient, free-tier workflows.
- Data Mining & Scraper Proficiency: Expert in high-accuracy lead enrichment and automated data collection without the overhead of premium subscriptions.
- CRM & Pipeline Management: Skilled in utilizing free CRM systems to manage leads and streamline global sales operations.

Strategic Marketing & Digital Tools

- Digital Marketing Specialist: Expert in Social Media Marketing and precision-targeted business digital campaigns.
- Content Strategy: Specialist in crafting psychology-driven, high-conversion email content for international markets.
- IT Proficiency: Advanced knowledge of Microsoft Office Suite and Microsoft Project for large-scale industrial workflow management.

Professional Certifications

- Marketing Expert: Advanced Certification in Business Marketing & Sales.

Languages English|Hindi|Tamil: Fluent