

Sales Development Representative | B2B Outbound | US & Europe Markets

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Professional Summary

Results-oriented **Sales Professional with 4+ years of experience** in B2B and B2C environments, specializing in **lead generation, client engagement, and revenue growth**. Proven ability to manage the full sales cycle—from prospecting and qualification to closing support. Experienced in working with **global markets (US & Europe)** and consistently exceeding performance targets through strategic outreach and relationship building.

Core Competencies

- Lead Generation & Prospecting
- Inside Sales & Business Development
- Client Relationship Management
- Cold Calling & Email Outreach
- Sales Funnel & Pipeline Management
- Negotiation & Closing Support
- Account Management
- CRM Tools: Salesforce, Zoho
- Sales Automation: Outreach, Outplay, Apollo
- Market Research & Competitive Analysis
- Communication & Presentation Skills

Professional Experience

Sales Head

Kairobitx Technology | Oct 2025 – Present

Led end-to-end sales strategy, driving B2B outbound growth across domestic and international markets (Saudi Arabia)

- Built and managed a high-performing sales pipeline through multi-channel outreach including cold calling, email campaigns, and LinkedIn prospecting.

- Implemented CRM best practices (Salesforce/Zoho), ensuring accurate pipeline tracking, reporting, and forecasting
- Collaborated with marketing and product teams to align go-to-market strategies and enhance lead quality
- Negotiated with prospects and supported deal closures, contributing to overall revenue growth

Inside Sales Engineer

RS Components & Controls, India | Mar 2025 – September 2025

- Generated high-quality B2B leads through **multi-channel outreach** (calls, email, LinkedIn).
- Built and managed a strong **sales pipeline**, converting inquiries into business opportunities.
- Engaged with **decision-makers and key stakeholders**, driving product interest and demos.
- Conducted outbound campaigns targeting **international markets (US, Europe, APAC)**.
- Maintained accurate CRM records and ensured effective follow-up strategies.

Inside Sales

GeeksforGeeks, Noida | Dec 2022 – Feb 2025

- Executed **end-to-end sales activities** including prospecting, qualification, demo scheduling, and closing support.
- Managed a high-volume pipeline while achieving weekly and monthly sales targets.
- Collaborated with marketing teams to improve **lead conversion strategies**.
- Delivered consistent performance, **exceeding sales quotas by 20-25%**.

Business Development Executive

BYJU'S | Nov 2021 – Aug 2022

- Conducted **cold calling and discovery calls** to identify customer needs and recommend solutions.
- Supported revenue generation through **effective prospecting and follow-ups**.
- Built and maintained strong relationships with potential customers.
- Achieved daily and weekly performance metrics in a fast-paced environment.

Tools & Technologies

- CRM: Salesforce, Zoho
- Sales Tools: Outreach, Outplay, Apollo
- LinkedIn Sales Navigator
- MS Excel, PowerPoint

Key Achievements

- Improved conversion rates by **30%** through optimized outreach strategies
- Consistently exceeded sales targets across multiple roles
- Recognized for strong performance in **pipeline generation and client engagement**

Languages

- English (Professional Proficiency)
- Hindi (Fluent)
- Bengali (Native)

Strengths

- Target-driven and self-motivated
- Strong communication and interpersonal skills
- Adaptable across B2B and B2C sales environments
- Ability to work in fast-paced, high-pressure settings

Declaration

I hereby declare that the information provided is true and accurate to the best of my knowledge.

Place: Hyderabad, Telengana

Date: _____