

Summary

Sales professional with 3+ years of experience in B2B and B2C inside sales, including managing SMB accounts at Netradyne. Skilled in lead generation, cold outreach, and client relationship management, with expertise in tools like Salesforce, Zoominfo and LinkedIn Sales Navigator. Proven track record of driving revenue growth through data-driven strategies and effective prospecting.

PROFESSIONAL EXPERIENCE

Sales Development Representative

Netradyne | Apr 2024 - Sep 2024

- Led cold calling and emailing campaigns to generate leads and qualify prospects, resulting in increased response rates.
- Collaborated with Regional Sales Managers to understand the **SMB** client needs and effectively communicate value propositions.
- Conducted Pre-Discovery Calls to uncover relevant information and complete **BANT** assessments.
- **Tools Used:** Zoominfo, LinkedIn Sales Navigator

Assistant Manager - Inside Sales

Teachmint | Mar 2022 - Feb 2023

- Assisted creators, teachers, and influencers in launching online academies and developing sellable content.
- Managed marketing requirements and monetized skills to enhance client earnings by 10x through brand creation.
- Collaborated on projects like Teachmore and MyClassCampus.
- **Tools Used:** LinkedIn Sales Navigator

Sr. Inside Sales Manager

SKILLS

Analytical Skills
Leadership
Setting Appointments
Cold Calling
Data-Driven Sales Strategies
Client Relationship Management

LANGUAGES

English, Hindi, Kannada
and Konkani

- Utilized data-driven insights to refine sales strategies and improve client engagement.
 - Recognized for adaptability, flexibility, and learning agility.
 - **Tools Used:** Salesforce CRM
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Inside Sales Associate

BYJU'S | Jan 2020 - Oct 2020

- Engaged with leads through calls and Zoom meetings to build relationships and generate needs.
 - Provided value and sold products, achieving sales through various direct sales processes.
 - Gained significant market exposure and insights into customer needs.
 - **Tools Used:** Leadsquared CRM
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EDUCATION

Bapuji Institute of Engineering and Technology

Aug 2015 - July 2019

Bachelor of Engineering (E&E)

Atomic Energy Central School

2000 - 2014

Primary - Higher Secondary (Science)