

Danyal Shaukat

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Sales Development Representative - Account Executive – AI Data Trainer

SKILLS

Research & Data Analysis: B2B Market Research | Supplier Mapping | Lead Qualification | Data Extraction | Web Scraping | LinkedIn Sales Navigator | Advanced Web Search | B2B Directories | CRM Management (HubSpot, Zoho, Salesforce)

Outreach & Sales Cycle: Cold Outreach (Cold Calls, Email, LinkedIn, WhatsApp, SMS, Twitter(X), Instagram & Facebook) | High-Ticket Closing | Stakeholder Management | Multichannel Campaigns | Sales Intelligence | Data-Driven Performance Tracking | Quota-Carrying Experience | Solution Selling | SMB Sales | Enterprise Sales | Product Demonstrations | Objection Handling | Needs-Based Selling | Consultative Selling | Value Proposition Crafting | Full Sales Cycle Management

Technical & Analytical: AI Automation | Data Training | Prospeo.io | Smartlead | Make.com | Trigify.io | Waalaxy | n8n | Apollo | Explee | Data4AI | LLM Models | API integrations | Google mail Merge | La Growth machine

Industry Knowledge: SaaS, E-commerce, B2B Sales, Technical Sales, Marketplace Expertise, Healthcare, Transportation, Logistics, Agritech, AI Automation | Supply Chain | Import & Export | SaaS Sales | Retail Tech | POS & Inventory Software | Repair Industry | Business Process Automation | Cloud Software | Digital Transformation | Workflow Customization | Integration Selling | Technical Product Selling

WORK EXPERIENCE

TRIDGE • Seoul, South Korea

Apr 2025 - Continue

Account Executive/ Country Sales Head – Full-time Remote

 **World's Largest Agri-Food Marketplace | Bridging Global Supply & Demand**

- Led B2B market research for Pakistan's agri-food sector, identifying high-value importers/exporters.
- Scraped & qualified leads using LinkedIn Sales Navigator, Google Advanced Search, and trade databases.
- Built structured supplier/client databases for targeted outreach.
- Building trusted relationships with decision-makers. Conduct DEMOs with them.
- Finalize proposals and manage client accounts.
- Collaborating with global BD teams.
- Filling pipeline and driving qualified meetings
- CRM hygiene & outreach tracking via sheets + automation

Retell AI • San Francisco CA, United States

Jan 2025 - Apr 2025

Sales Development Representative – Contract Remote

- Running Sales Campaigns for AI voice calling agents.
- Handling Sales Deals with CEOs and CTOs of the Healthcare, Logistics industry
- Make an AI voice calling system for Outbound sales that generates appointments on automation
- Make scripts for Email marketing campaigns and LinkedIn outreach.
- Run Outbound automation DM campaigns on Twitter (X) to ICP's of Retell AI
- Improve appointment rate by 15%.

Ziba-Property.com (Beyond Apps Group) • Bellevue, WA, USA

Jan 2024 - Jan 2025

SDR/ Account Executive – Full-time On-site

- Led APAC campaigns that onboarded 1,500+ real estate agents while cutting marketing costs by 60%.
- Sell the Ziba Property platform to some of the biggest agents in Malaysia and Singapore.
- Scraped & structured All Real estate agents in Malaysia and Singapore for targeted outreach.
- Generated high-quality leads using social media scraping, cold outreach, and LinkedIn automation.
- Boosted agent sign-ups by 80% with targeted messaging and personalized follow-ups.
- Created strong sales pitches that turned "maybes" into paying customers.

- Booked calls and ran product demos that spoke directly to what agents needed.
- Used HubSpot CRM to stay organized, track conversations, and follow up at the right time.
- Qualified leads are smartly focused on the ones most likely to convert.

Locatelli Acquisition · Padua, Italy
Sales Development Representative

Feb 2023 – Jan 2024

- Boosted qualified appointments by 30% through research-based prospecting and cold outreach.
- Designed and executed effective email campaigns, resulting in higher lead engagement.
- Delivered persuasive product demos and presentations to educate and nurture potential customers.
- Collaborated with the sales team to refine outreach strategies and enhance pipeline performance.

Shaudan Tech Group · Gujrat, Pakistan

June 2021 – Feb 2023

Sales Development Representative

- Managed the entire project lifecycle for a [Shaudan - B2B marketplace](#) from concept to launch.
- Set appointments with key stakeholders, conducting effective needs analysis to onboard distributors and wholesalers.
- Delivered in-depth product presentations and established trust with prospective clients.
- Conducted market research to identify trends and align the platform with user needs.

Shop Direct Impex Ltd · Manchester, UK

Feb 2017 - June 2021

Sales Development Representative

- Contributed to the success of the company by effectively generating and converting leads through different platforms (Fiverr, UpWork, LinkedIn, Instagram).
- Outbound reach to B2B customers and handle the deals effectively.
- Finalize the appointment of the clients with the sales team.
- Increase the company revenue by 40%.
- Maintain a strong relationship with clients and ensure satisfaction.

Bhiya Pizza & Fast Food · Gujrat, Pakistan

April 2016– Jan 2017

Customer Service Representative

- Engage with customers on digital platforms and calls.
- Run ads for the restaurant on Social Media.
- Worked as a CSR to engage with restaurant customers on calls to book orders.

EDUCATION

Associate's Degree in Computer Science

2019 - 2021

Government College University, Faisalabad, Pakistan

PROJECTS

Ziba Property (Real estate Marketplace) – [visit website](#)
[\(View on Google Play Store\)](#) [\(View on Apple App Store\)](#)

- Onboard 1500+ real estate agents by executing targeted marketing campaigns (outbound email campaigns, WhatsApp campaigns, SMS campaigns, Cold Calls)
- Conducted extensive lead generation through social media scraping and cold outreach campaigns.
- Created engaging sales presentations to highlight premium services and secure agent subscriptions.