**Rameen Mazhar**

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**Inside Sales Manager**

Sales Prospecting • Client Relationship Management • Strategic Planning

Results-oriented Inside Sales Manager with 6+ years of experience in SaaS and **AI software sales**, specializing in AI-powered solutions for business automation and efficiency. Proven track record of exceeding revenue targets, shortening sales cycles, and building high-performing teams. Skilled in leveraging **conversational AI**, **predictive analytics**, and **AI-enabled CRM tools** to drive sales performance. Passionate about aligning cutting-edge **artificial intelligence platforms** with client pain points to deliver scalable growth.

**Core Competencies**

Strategic Sales Planning | Lead Generation & Qualification | Sales Pipeline Optimization | Team Leadership & Coaching | Onboarding & Training Development | CRM & Salesforce Expertise | Data‑Driven Performance Analysis & Forecasting | Negotiation & Deal Closing | Relationship Building & Key Account Management | Process Improvement & Operational Efficiency | Talent Development & Retention | Cross‑Functional Collaboration

**Key Accomplishments**

* **Increased quarterly sales revenue by 25%** by implementing targeted lead generation strategies and optimizing sales processes as Inside Sales Manager at Writesea.
* **Closed $500K+ in AI software deals and achieved Top Revenue Generator status by driving enterprise adoption of AI-powered solutions.**
* **Reduced new hire ramp-up time by 40%** by developing and conducting comprehensive training programs at Writesea.
* Reduced mid-funnel deal drop-off by 22% by leveraging buyer intent data and predictive lead scoring models to prioritize high-conversion prospects.

**Professional Experience**

**Writesea** –Tulsa, OK May 2018 – Jan 2024

**Inside Sales Manager**

* **Increased quarterly sales revenue by 25%** by executing AI-powered lead scoring models and optimizing the outbound sales funnel using predictive analytics.
* **Achieved 120% of team quota for 3 consecutive quarters** through personalized sales strategies powered by CRM automation and AI-driven insights.
* **Reduced new hire ramp-up time by 40%** by designing an AI-integrated training program with guided sales simulations and automated coaching tools.
* **Shortened the average sales cycle by 15%** and increased conversion rates by 20% through implementing conversational AI tools and real-time buyer intent data.
* **Boosted team productivity by 35%** by leveraging AI-based performance tracking dashboards and intelligent workflow automation.
* **Improved team retention by 20%** by creating a data-driven coaching culture using AI analytics to identify engagement and burnout indicators.

. **Senior Account Manager**

* **Exceeded personal sales quota by 130%** by applying a consultative sales approach tailored to AI SaaS solutions for enterprise clients.
* **Generated 40% of the company’s new AI product sales** in Q1 2023 by targeting tech-forward businesses seeking automation and intelligent document solutions.
* **Maintained a pipeline of $500K+** in AI software opportunities using Salesforce and AI-driven prospecting tools like ZoomInfo and Outreach.
* **Promoted to Inside Sales Manager** for consistently exceeding KPIs and mentoring peers in positioning AI and automation tools effectively.

**Motive (formerly KeepTruckin)** –San Francisco, CAJun 2022 – Jul 2023

**Senior Account Executive**

* **Surpassed monthly and quarterly sales targets by 150%** by managing enterprise-level accounts.
* Created and executed strategic account plans to maximize upselling and cross-selling opportunities.
* Maintained accurate sales reports and streamlined workflow using Salesforce and SalesLoft.

**ICodeDigita** –Pines, FLMay 2020 – Jun 2022

**Project Manager**

* Improved operational efficiency by 150% through implementation of **AI-based digital systems** and process automation.
* Cut costs by 30% via AI-driven reporting and strategic vendor decision-making.
* Fostered alignment between executive and project teams using centralized communication and document control platforms with **intelligent data processing**.

**Techception** –Falls Church, VAJul 2019 – April 2020

**Business Development Executive**

* Exceeded annual sales goals by 25% through high-value B2B client acquisition in the technology space.
* Closed complex deals by articulating value propositions of **emerging AI applications** in IT infrastructure.
* Cultivated enterprise relationships, contributing to long-term contract retention and repeat business.

**EDUCATION** Sep 2016 – April 2020

**Bachelor of Science in Economics**

***National University of Sciences and Technology (NUST), Pakistan***

**Technical Skills**

**CRM:** CRM: Salesforce, SalesLoft, HubSpot AI

**AI Sales Tools:** ZoomInfo, Drift, Outreach.io, Gong, Clari, Chorus.ai

Productivity & Forecasting: Microsoft Excel, Google Sheets, ChatGPT (OpenAI API), Microsoft Copilot

**Other:** Microsoft Office Suite (Word, PowerPoint), Google Workspace