

Contact

www.linkedin.com/in/n-raghunandan (LinkedIn)

Top Skills

Microsoft Office

Research

Public Speaking

Navindra Raghunandan

Business Development at DataSnipper
New York City Metropolitan Area

Experience

DataSnipper

BDR

March 2024 - Present (2 months)

New York, New York, United States

CB Insights

2 years 8 months

Business Development Associate (Professional Services)

August 2022 - April 2024 (1 year 9 months)

New York City Metropolitan Area

Responsible for work with professional services companies (advisories, consultancies, law firms, PR firms, Staffing agencies) to identify, contact, and qualify prospects for new logo and expansion sales.

Other responsibilities include:

- Yardstiq - 1 of 6 BDR's selected to bring a new product offering to market to evaluate market appetite, qualify prospects, and upskill broader team on offerings.
- Advisory Board - Served on advisory board to work with senior leadership to create synergy between GtM initiatives and BDR's to help facilitate broader organization buy-in. (November 2022 - current)

SDR

September 2021 - July 2022 (11 months)

New York, United States

Responsible for identifying, contacting, and qualifying leads to generate opportunities to land new logo sales.

Responsibilities including but not limited to:

- Conducting due diligence into companies to generate hypotheses and identify top leads
- Outreach to prospects (phone calls, emails, LinkedIn messaging, WhatsApp, text messaging)

- Holding initial conversations to understand business fit, deliverables, goals, challenges, and budget
- Assisting account executives through early stages in deal cycles to lead to new logo sales

Tools leveraged:

- Outreach.io
- Salesforce
- ZoomInfo
- TryProspect
- Gong
- LinkedIn Sales Navigator
- Detective.io

AC Infinity Construction LLC

Project Manager (PepsiCo)

September 2020 - August 2021 (1 year)

Valhalla, New York, United States

Responsible for overseeing communications between PepsiCo management and engineers, and private contractors. Responsible for writing emails, daily/weekly reports, and tracking project completion progress. Responsible for managing/facilitating financial and logistical synergy both between companies and PepsiCo

DNR Electric

Assistant Payroll Manager

April 2018 - September 2020 (2 years 6 months)

DNR Electric

Administrative Assistant

June 2017 - April 2018 (11 months)

Greater New York City Area

Education

Zicklin School of Business

Bachelor of Business Administration - BBA, Statistics & Quantitative Modeling · (2016 - 2020)

Activity

04/18/2024, Imeila Fonua added candidate to BDR- Test Sample