





KJ Jagan

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 Bengaluru, India

 Willing to relocate globally (US, EU, Canada, Australia, Singapore, UAE)

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## SUMMARY

B2B Tech & SaaS Sales Specialist with 4+ years of experience driving revenue across US and European markets. Skilled in Enterprise Sales, Consultative Technical Selling, Pipeline Development, and Solution-Based Storytelling for AI, Cloud, IoT, Edge AI, and Data Engineering products.

Strong communicator with a neutral US accent and deep understanding of emerging technologies. Proven ability to build pipelines, qualify complex requirements, run demos, and support full-funnel sales motions.

## Target Roles:

Account Executive (AE) • Sales Engineer • Solutions Consultant • CSM • Enterprise SDR/BDR • Technical Sales

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## CORE SKILLS

B2B SaaS Sales • Enterprise Sales • Global Sales (US/EU)

Consultative Technical Selling • Solution Pitching

Pipeline Growth • Lead Qualification • Outbound Prospecting

Product Demos • Discovery Calls • Pre-Sales Support

Customer Success • Upsell/Cross-sell Support

AI/ML • Cloud • IoT • Data Engineering (Conceptual Understanding)

HubSpot CRM • Salesforce • Apollo • Sales Navigator

Zoom • Slack • Email Sequencing • Sales Automation

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## EXPERIENCE

## Inside Sales Specialist (Enterprise Sales) – Thingularity

Jul 2025 – Present | Remote | Bengaluru

Qualify B2B leads across US & EU markets for AI, Cloud, IoT, and Engineering services.

Engage CXOs, VPs, and senior technical stakeholders through value-driven outreach.

Support end-to-end enterprise sales cycles: discovery → consultation → proposal alignment.

### Achievements:

Built & managed a high-quality US/EU pipeline using outbound + inbound strategies.

Improved qualification accuracy, enabling faster sales conversions for AEs.

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## Inside Sales Specialist (B2C) – Bambinos.live (Future School)

Oct 2024 – Jun 2025 | Bengaluru | On-Site

Managed consultative sales for US/EU/India education markets.

Conducted discovery calls, understanding student/parent requirements and offering tailored solutions.

Achievements:

Consistently hit weekly and monthly revenue targets.

Improved lead-to-enrollment conversion through personalized interaction.

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B2B SaaS Enterprise Sales Specialist – Clearenjoy Tech Pvt Ltd

Oct 2021 – Oct 2024 | Remote

Drove B2B SaaS sales for global SMB and Enterprise clients.

Prospected using outbound sequences, emails, and cold calls.

Identified client needs and coordinated product walkthroughs with solution teams.

## Achievements:

Supported multi-region SaaS deal flows, contributing to stable long-term pipeline.

Strengthened relationships with technical and business stakeholders.

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## EDUCATION

Bachelor of Computer Application (BCA)

Arunachal University of Studies (AUS) — Aug 2021 – Aug 2024

Grade: 6.75

Specialization: Programming, Computer Applications & Tech Fundamentals

12th Grade – PCMB / Computer Science

Kendriya Vidyalaya — 2019–2021

Grade: 80%

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## CERTIFICATIONS

HubSpot Inbound Certification (Valid till 2027)

Consultative Selling & Technical Sales (Internal/Online)

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## WHAT MAKES ME STAND OUT

Neutral US Accent → Smooth cross-border communication

Strong client coordination across US, UK, EU time zones

Ability to simplify complex tech into value-focused business narratives

Understanding of AI, Cloud, and Data trends shaping enterprise adoption

Highly adaptive across AE, Pre-Sales, CSM, and Technical Sales roles