



Vishalakshi Mathpathi

Strategic Growth Specialist

A self-motivated and inspired team player seeking greater opportunities and growth. An effective communicator who builds positive, cohesive relationships with all levels of staff, eager to put my sales and marketing knowledge to practical, applied use.



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Hyderabad, India

SKILLS

Negotiation

Lead generation

Cold Calling

Consultative selling

Elevator pitch

LANGUAGES

English

Full Professional Proficiency

Telugu

Full Professional Proficiency

Hindi

Native or Bilingual Proficiency

Kannada

Native or Bilingual Proficiency

INTERESTS

Cooking

Public Speaking

Dancing

Travelling

Event Organisation

WORK EXPERIENCE

Business Development Representative Engro Technologies

11/2024 - Present

Hyderabad, India

IT Services and IT Consulting

Achievements/Tasks

- Conducted in-depth research on target companies to analyze their business operations, cloud infrastructure, and database management systems (DBMS) to identify potential opportunities for engagement.
- Initiated outbound communication with C-level executives (e.g., CEOs, CTOs, Heads of Engineering) to present tailored solutions and schedule high-level appointments.
- Developed a deep understanding of cloud technologies (e.g., AWS, Azure, GCP) and DBMS platforms to effectively align client needs with organizational offerings.
- Collaborated with internal teams to provide insights on client requirements, enabling the creation of customized proposals and solutions.

Business Development Representative Ceipal Software Private Limited

04/2023 - 09/2024

Hyderabad

Achievements/Tasks

- Managing a B2B platform and SaaS as a product
- Responsible for answering live chat sales enquiries from the main website. Following up with prospects to get updates on opportunities in the pipeline.
- Achieved a monthly target of organizing 20 product demos
- Successfully generated \$1,200 to \$1,400 in monthly recurring revenue (MRR) sales.
- Collaborating closely with the sales team to ensure seamless handoff of qualified leads and optimize sales pipeline efficiency.

Inbound Sales Team lead Prepinsta Technologies Pvt ltd

10/2021 - 03/2023

Achievements/Tasks

- Managing B2C and B2B Clients for Domestic region.
- Spearheaded the prospecting of new customers through referrals from existing clients and sales phone calls.
- Implemented different marketing techniques to boost sales from 10%-20%.
- Managed sophisticated development of sales through innovative training methodologies and sales approaches.
- Promoted as Team Lead within a short span of time, Leading a team of 5-7 members efficiently.

EDUCATION

Bachelor of Commerce Krishna University

06/2017 - 06/2020

ACHIEVEMENTS

Recognized as Best Employee for Q1,Q2,Q3 in Prep Insta Technologies Private limited