

SUSHANT NEVTIA

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OBJECTIVE

Dynamic and results-driven Business Development Representative with a proven track record at Kaara Tech. Skilled in prospecting, lead generation, and building strong client relationships. Adept at identifying market opportunities and driving revenue growth through strategic outreach and negotiation. Proven proficiency in Hubspot CRM, Agile Methodology, and the Microsoft Office suite, contributing to enhanced operational efficiency and increased customer engagement. Efficient in identifying opportunities and implementing effective sales strategies to achieve targets.

PROFESSIONAL EXPERIENCE

Business Development Representative (BDR) Aug 2024 - Present

Kaara Tech

- Developed and executed strategic outreach plans to generate high-quality leads and consistently exceed monthly sales quotas.
- Identified and qualified prospects using market research, CRM systems, and LinkedIn Sales Navigator, resulting in a robust pipeline of opportunities.
- Conducted demos and tailored presentations that addressed client pain points and showcased Kaara Tech's unique value proposition.
- Collaborated with cross-functional teams (marketing, product, and customer success) to refine sales messaging and boost overall conversion rates.
- Consistently achieved and surpassed quarterly revenue targets, contributing significantly to overall business growth.

EDUCATION

Bachelor's in Computer Science Engineering, Chitkara University 2021-2025

12th (Senior Secondary Examination), V.R. Senior Secondary Public School 2021

10th (Secondary Examination), V.R. Senior Secondary Public School 2019

SKILLS

Lead Generation, Cold Calling, Prospect Qualification, Sales Presentations, B2B Sales Strategies, Coaching, Performance Management, Operational Optimization, Cross-Functional Collaboration, Salesforce, HubSpot CRM, LinkedIn Sales Navigator, Microsoft Office Suite, Data Analysis, Persuasive Communication, Active Listening, Negotiation, Relationship Building, KPI Analysis, Training Program Development, Sales Cycle Optimization.

CO-CURRICULUM EXPERIENCE

Vice President 2023-2024

National Service Scheme (NSS)

Social Media Head 2023-2024

Google Developer Student Club (GDSC)

Core Volunteer 2023-2024

Hostel Committee (Chitkara)