Yash Sagariye

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OBJECTIVE

High-performing Sales & Business Development professional with proven success in cold calling, lead generation, appointment setting, CRM management, and driving sales pipelines. Skilled in presenting solutions to decision makers, strengthening client relationships, and meeting aggressive targets in fast-paced US/UK environments.

EXPERIENCE

Therman Structure Solutions   13 Oct. 2025 – Present
Business Development Representative

- Managing end-to-end business development activities including outreach, lead qualification, and client communication.
- Generating high-quality leads through cold calling, LinkedIn outreach, and targeted email campaigns
- Conducting market research, competitor analysis, and identifying new business opportunities.
- Scheduling discovery calls and product demonstrations for senior sales teams. Maintaining CRM pipeline, updating client interactions, and tracking conversions.

WEGROWBIZZ   Aug. 2024 – Oct 2024
Senior Sales Executive

- Generated high-quality leads through cold calling and follow-up strategy. Delivered compelling product presentations to increase conversions
- Handled full sales cycle including negotiation and closing. Built strong client relationships and expanded market reach.

VTechno Solutions   Nov 2023 – May. 2024
Capture Management Specialist

- Implemented strategic processes contributing to a 20% annual revenue increase.
- Improved departmental efficiency and compliance with industry standards.
- Enhanced customer satisfaction through improved service structure.
- Supported senior management with market and risk analysis.

Bygn Info Solution   May 2022 – June. 2023
Appointment Setter

- Scheduled appointments for prospects and managed communication flow.
- Conducted outbound cold calls and qualified leads.
- Updated CRM systems and managed multiple calendars.
- Followed up with clients to maintain engagement and interest.

EDUCATION

Maharaja Sayajirao University of Baroda,Vadodra   Aug. 2021 – May 2024
Bachelor of Arts

SKILLS/CERTIFICATIONS

Certified Data Analyst   Aug.2025
Silver(SkillVilla, Accredited by Wipro & FutureSkills)

Technology : Python, Power BI,Covers Excel(Advanced), SQL