

ABHISHEK KALJE

Email Address: kaljeabhishek998@gmail.com

Contact Number: +91-7060459051

Current Location: Pune, Maharashtra, India.

LinkedIn: <https://www.linkedin.com/in/abhishek-kalje-9694a3233/>



About Me

3+ years of experience in sales operations, market research and sales development activities with a demonstrated history of working in B2B SaaS domain. results-oriented professional with hands-on experience in sales pipeline generation, CRM data management.

LANGUAGE PROFICIENCY

- English
- Hindi
- Marathi

SKILLS & PROFICIENCIES

- Salesforce CRM
- Market Intelligence
- Sales Strategy
- Pipeline Generation
- Sales Outreach
- Reporting and Analysis
- Google Suite/ MS Suite
- ZoomInfo Platform
- LinkedIn Sales Navigator
- Groove Sales Engagement

WORK EXPERIENCE

AppZen, Pune

Designation: Sales Development Analyst - US & EMEA

Pune, Maharashtra, India

Nov 2022 - Sept 2023

- Salesforce data creation, cleansing & management for accounts profiling and create reports and dashboards for sales teams as per the opportunity sales stages.
- Support the BDR (Business Development Representative) team with outbound prospecting administrative tasks.
- Document company research before reps initiate outreach (relevant news, M&A, new finance transformation, relevant job postings)
- Leverage various tools such as LinkedIn sales navigator, ZoomInfo, 6sense and dealfront to identify high intent ICP contacts and export those into Salesforce and for data enrichments.
- Update and verify the existing fields and records in SFDC related to accounts and contacts within specified accounts, which includes last activity data such as related fields, number of touches and reach outs and tasks by SDR/AE.
- Enrich AEs with data related to accounts which has opportunities on the sales stage 2 and above for efficiently closing the deals.
- Excellent track record of delivering good quality work and completing SLAs on time.

Crescendo Worldwide, Pune

Designation: Assistant Manager in International Ventures

Pune, Maharashtra, India

Feb 2020 - Nov 2022

- Generating leads through LinkedIn/Sales Navigator & cold calling.
- Arranging & executing B2B meetings globally
- Nurturing prospects from various sectors such as Automotive, Railway, Aerospace, Agriculture, etc. & signing MoU's between Indian & Foreign companies
- Executing virtual Audits & planning for physical visits as well

EDUCATION

ICFAI Business School (IBS) - Dehradun

MBA (Marketing and Finance)

2018 - 2020

CGPA - 6.43

Savitribai Phule Pune University - MIT, Pune

B.Com

2015 - 2018

55.03%

HSC - P. JOG College, Pune

12th

2013 - 2015

65.38%

SSC - Vasundhara Secondary School, Pune

10th

2013

64.2%

CERTIFICATIONS & INTERNSHIPS

- **Salesforce Certified Associate - Udemy - September 2023**
- **Aditya Birla, Lucknow Sales & Marketing Intern (03/2019 - 05/2019)**
- **Key Result Areas: Understand the mutual fund industry and their trends. Exposed to the financial markets and products. Build relationship with the customers. Understand the different mutual funds scheme and their benefits. Convince customers. Promotion of Aditya Birla in banks.**