

# KAUSHIK HC

## SENIOR INSIDE SALES SPECIALIST

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🌐 <https://www.linkedin.com/in/kaushik-hc-129547186> 📍 Bangalore

### PROFILE

A Result-oriented professional having experience in Sales and Marketing. Expertise in CRM Software's like Salesforce, Lead square and proven track records MOM, enthusiastic go getter with remarkable record and achievements.  
Looking to utilize my skills, contributing quality ideas and work as valuable team member for organizational growth.

### WORK EXPERIENCE

Senior Business Development Specialist 03/2023  
[LEARNBAY SOLUTIONS PVT. LTD](#) Bangalore

March 2023 - Present

- Handling the Full stack software development and Data science Product for India business.
- Performed inbound & outbound calls to close business deals while achieving higher level of customer satisfaction.
- Generated new leads through existing customer base to increase the pipeline.
- Developed in-depth knowledge & understanding of the company products to create build & maintain customer relationships.

Senior Inside Sales Manager 02/2022 - 03/2023  
[SIMPLILEARN SOLUTIONS PVT. LTD](#) Bangalore

Feb 2022 - March 2023.

- Handling the Blockchain Product Category for India business.
- Generating revenue for the company and Increasing brand value of the company
- Presented everyday reports on marketing quality and guided the management to set the agenda for the day.
- Increasing the pipeline by generating new leads through existing customer base
- Consistently met & over achieved the monthly sales targets & received recognition from the organization.
- Revenue Generated in Cluster - 2022-2023 - (Around 1.6 Cr in 1 Yr ).

Sales & Marketing Associate 05/2020 - 02/2022  
[LIDO LEARNING QUALITY TUTORIALS PVT LTD](#) Bangalore

May 2020 - Feb 2022

- Performed inbound & outbound calls to close business deals while achieving higher level of customer satisfaction, also worked as a Pre-Sales Associate.
- Presented everyday reports on marketing quality and guided the management to set the agenda for the day.

Production Supervisor 07/2019 - 01/2020  
[VIJI POWER TRANSFORMERS PVT LTD](#) Bangalore

July 2019 - Jan 2020

- supervisor in production department as well as in Sales and marketing department.
- Handling both production and Sales department.

### EDUCATION

Bachelor Of Engineering - Mechanical Engineering - 06/2015 - 06/2019  
(CGPA: 6.19)  
[THE OXFORD COLLEGE OF ENGINEERING BANGALORE - VTU](#)

Higher Secondary School Certificate (Karnataka board) - 06/2013 - 04/2015  
86%  
[Excellent Pre University College](#)



### STRENGTHS

- ★ Time management and goal setting
- 💎 Expertise in sales and marketing  
Customer service, selling, negotiating and influencing, analysis and decision-making, and management skills, Introduction to new strategies, planning and processing, Competitor analysis and Market research.  
Sales acquisition (in and out), Campaigns for Cold calling.  
Account management, Complete Sales cycle, Pipeline management.

### SKILLS

Sales & Marketing · CRM · Salesforce ·  
Lead Square ·  
Interpersonal & Analytical Skills ·  
Advance Excel · Microsoft Office ·  
Design Software's · Solid works · SQL.

### LANGUAGES

English Proficient  
Kannada Native  
Hindi Intermediate

### INTERNSHIP

- ♥ Bharat Fritz Werner Ltd (BFW)  
CNC machine assembly in PL division  
BFW helped me to understand the technical and theoretical knowledge about the CNC machines and assembly technique. And taught me how to apply my knowledge and skills in industry.