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Location: Hyderabad / Bangalore
Languages: English, Telugu, Hindi



Enterprise Sales Professional with 5+ Years Experience in SaaS Startups

- Proven track record of delivering outstanding revenue - **3.7 Crores approx** in B2B SaaS and hardware sales.
- Experienced in developing and executing business strategies, conducting market research, and analyzing sales data to identify trends and opportunities for growth.
- Adept at building strong customer relationships and leading high-performing teams.

WORK EXPERIENCE

Team Lead - Enterprise Sales (2022 - 2023)

Bangalore

Think & Learn Pvt Ltd

- Manage and mentor a team of 5 sales professionals, ensuring the achievement of sales targets.
- Successfully managed and grew a portfolio of B2B clients, exceeding quarterly sales targets by an average of 17%.
- Developed and implemented effective sales strategies to penetrate new enterprise markets, resulting in a 30% increase in client base within one year.
- Developed and executed business strategies to drive revenue growth and increase market share.
- Collaborated with cross-functional teams, including marketing and product development, to ensure alignment and support for customer needs.
- Utilized CRM software to track sales activities, manage customer interactions, and generate accurate sales forecasts.

Senior Enterprise Sales Specialist (2021 - 2022)

Hyderabad

Think & Learn Pvt Ltd

- Led the end-to-end sales process for 60+ enterprise accounts, including discovery, solution presentations and contract negotiation.
- Built strong relationships with key decision-makers at client organizations, resulting in an average customer retention rate of 72%.
- Excelled in B2B software and hardware sales, consistently exceeding targets.
- Contributed to business development efforts and provided valuable training to team members.
- Conducted market research and analyzed sales data to identify trends and opportunities for growth.

Enterprise Sales Associate (2020 - 2021)

Think & Learn Pvt Ltd

Hyderabad

- Managed a portfolio of 35+ key accounts/clients and maintained strong relationship
- Prospected and qualified new leads, resulting in a 15% increase in sales opportunities within the first quarter
- Conducted product presentations and demonstrations to prospective clients, effectively communicating the value proposition and closing deals.
- Cultivated and nurtured key client relationships to enhance business opportunities

Sales Specialist (2018 - 2020)

Systel Inc.

Hyderabad

- Specialized in B2B sales of IT services, outsourcing, and staffing services.
- Improved engagement with 125+ clients and built strong relationship
- Demonstrated expertise in internet recruiting and contract recruitment.
- Collaborated seamlessly with team members to address operational challenges.
- Showcased strong problem-solving abilities in a dynamic sales environment.

EDUCATION

- Masters in Science - Bhavans New Science College (2017)
- Bachelor in Science - Bhavans New Science College (2015)

SKILLS

Personal Attributes

Business Planning
Leadership
Business Development/Sales
Sales Operations
Interpersonal Skills
Problem Solving
Sales Management
Training & Development
Relationship Building
Customer Relationship Management

Technical

Salesforce
Leadsquared
Freshdesk
MS Excel
PowerPoint

COURSES & WORKSHOPS

- Communication skills and strategies for effective sales - BYJUS, 2021
- Sales Machine: The Sales Training B2B Masters Course, 2022
- Digital Marketing Fundamentals – Beginners to Pro - Coursera, 2022
- SaaS Masterclass: Sales, Marketing and Growth Metrics - Simplilearn, 2023
- Prompt Engineering and Advanced ChatGPT (Open AI) - Growth School, 2023