**RIYA SHARMA** Mumbai, India | +91-98765-43210 | riya.sharma.sales@gmail.com | LinkedIn

### **Professional Summary**

Result-driven **Sales Executive** with 2 years of experience in **enterprise sales**, **account management**, and **solution selling** across B2B SaaS platforms. Proven track record in **revenue generation**, managing key client accounts, and achieving sales quotas. Proficient in CRM tools and customer acquisition strategies.

### **Work Experience**

**Sales Executive – B2B SaaS** **NetSphere Technologies | Mumbai | May 2023 – Present**

* Closed ₹1.2 Cr in enterprise deals across fintech and retail sectors
* Managed 20+ key accounts, ensuring 90% client retention over 1 year
* Customized product demos and aligned solutions with business pain points
* Used HubSpot CRM for pipeline management and performance tracking

**Business Development Intern** **Zoho Corp | Chennai | Jan 2022 – Apr 2022**

* Assisted sales team in lead generation and outreach via cold emails and LinkedIn
* Supported inside sales for Zoho CRM product

### **Education**

**MBA – Marketing & Sales** NMIMS, Mumbai | 2021 – 2023

**BBA – Business Administration** Delhi University | 2018 – 2021

### **Skills**

* **Sales Techniques**: Solution Selling, Cold Calling, Objection Handling
* **CRM Tools**: Salesforce, HubSpot, Zoho
* **Client Management**: Key Account Management, Relationship Building
* **Sales Ops**: Pipeline Forecasting, Performance Reports, Quota Planning
* **Soft Skills**: Communication, Negotiation, Presentation

### **Certifications**

* Salesforce Sales Cloud Consultant (Trailhead)
* B2B Sales Masterclass – LinkedIn Learning
* Negotiation Skills – Coursera

### **Achievements**

* Exceeded quarterly quota by 145% in Q2 2024
* “Top Sales Performer” award at NetSphere Technologies

### **Languages**

English, Hindi, Marathi