

# CYRUS CHAZHOOR

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## OBJECTIVE:

### MID-MARKET SMB | PIPELINE GENERATION | REMOTE

Outbound **Business Development Representative (BDR)** with **4+ years of B2B sales experience** generating qualified **net-new pipeline** through **cold calling, email outreach, and LinkedIn prospecting**. Proven track record history of **120%–150%+ quota attainment, self-sourced leads, and consistent conversion to sales-qualified opportunities (SQLs)**. Experienced selling **multi-solution portfolios** to **SMB and Mid-Market decision-makers** while maintaining strong CRM hygiene and KPI tracking.

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## CORE SKILLS:

- Business Development Representative (BDR)
- Outbound Sales & Sales Development
- Pipeline Generation & Management
- Lead Qualification (SQLs)
- Cold Calling & Outbound Prospecting
- Email Sequences & LinkedIn Outreach
- Discovery Calls & Needs Assessment
- Objection Handling & Decision-Maker Engagement
- Appointment Setting & Meeting Booking
- B2B Sales | SMB & Mid-Market Accounts
- Quota Attainment & KPI Tracking
- CRM Management & Sales Funnel Optimization
- Remote Sales & Cross-Functional Collaboration

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## PROFESSIONAL EXPERIENCE:

### Roles and Responsibilities:

**TELUS** | Business Development / Sales (Remote) | September 2022 – Current

- Outbound BDR responsible for **pipeline generation, lead qualification, and activations** across **Mobility, Business Internet, Smart Security & Automation, Smart Energy, and Health Systems** for **SMB and Mid-Market organizations (15–50+ employees)**.
- Executed **outbound prospecting** through **cold calling, email outreach, and follow-ups to generate self-sourced pipeline**.
- Conducted **discovery calls** to assess business needs, pain points, budget, and solution fit.
- Qualified inbound and outbound leads into sales-qualified leads (SQLs) and booked meetings.
- Managed **sales pipeline activities** to maximize conversion and activations.

- Maintained accurate activity tracking and opportunity updates within **CRM systems**.
- Collaborated remotely with internal sales, operations, and support teams to drive revenue outcomes.
- Consistently exceeded **monthly and quarterly sales targets** across multiple product lines.

#### Performance Metrics

- 2022: 130.08%
- 2023: 136.11%
- 2024: 142.24%
- 2025: 148.78%

Tools: QSM (sales management), Zoho (outreach), Microsoft & Google tools

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#### Katzman's | Private Venture | Business Development (Remote) | November 2021 – August 2022

- B2B outbound sales role focused on **AGCO-approved products** within a regulated market.
- Generated **net-new B2B pipeline** through targeted outbound prospecting and follow-ups
- Identified and engaged decision-makers within SMB accounts
- Conducted **lead qualification** and **needs assessment** to convert prospects into qualified opportunities
- Supported opportunity progression through **disciplined pipeline tracking** and **CRM updates**
- Consistently exceeded quota through high conversion and structured follow-up

#### Performance Metrics

- Q4 2021: 151.48%
- Q1 2022: 140.34%
- Q2 2022: 148.57%

Tools: Microsoft & Google tools

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#### RedDot Innovative | Business Development / SaaS Sales (Remote) | January 2021 – October 2021

- Outbound BDR selling a **B2B SaaS platform** targeting businesses in Singapore.
- Prospected and qualified SMB and Mid-Market accounts for SaaS adoption.
- Executed **outbound sales outreach** to generate pipeline and book meetings.
- Conducted discovery and positioned product value to business stakeholders.

- Supported **sales funnel progression** and documented pipeline activity.
- Collaborated with remote teams in a startup environment.

### **Performance Metrics**

- Q1 2021: 130.45%
- Q2 2021: 134.00%
- Q3 2021: 137.45%

**Tools:** Jenkins (pipeline), Slack, Google tools

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### **EDUCATION:**

**Bachelor's — Electronics & Telecommunications Engineering**

Gyan Ganga University of Technology and Sciences

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### **TECHNOLOGY & SALES TOOLS:**

- CRM & Sales Tools: QSM, Zoho, Jenkins
- Sales Activities: Cold Calling, Email Sequences, Pipeline Tracking
- Communication & Collaboration: Microsoft 365, Google Workspace, Slack
- Remote Sales Execution & Virtual Client Engagement