**Veda D**

[**vedajss@gmail.com**](mailto:vedajss@gmail.com) ****

+91 – 96118 19978 

Bangalore, INDIA 

Self-motivated and organized inside sales professional looking for a position where extensive and diverse sales experience & skills can positively impact sales revenue.

**WORK EXPERIENCE**

**Basketball Match Analyst**

**Instat**

**Aug 2022- Present Remote**

* Searching data(Boxscore) for matches we get through links.
* Updating player’s data in software.
* Analyzing the matches and updating shots.
* Correcting the errors and maintaining the reports.
* Entering bugs in the comment section and calculating the match.

**Inside Sales Executive**

**Humain Health**

**July 2020- Aug 2021 Bangalore**

* Responsible for developing and closing new business opportunities in outbound sales.
* Understand the client’s buying process.
* Describe the services & generate maximum conversions.
* Schedule appointments for patients & coordinate with the backend team.
* Regular follow-ups with potential clients.
* Preparing & maintaining daily reports and data.

**Inside Sales- Executive**

Madhu Infotech (India)Pvt Ltd

2019/Dec- 2020/May **Bangalore, INDIA**

* Inform the customers about the specific application of website.
* Conduct online demo to explain the features of website.
* Be able to understand the user experience & how to present material in a visual & written manner to drive visitors deeper into the site.
* Collecting required documents from clients to make the website live.
* Generating RFQ(Request for Quotation) with respect to the client requirement
* Ensure domain registration & hosting servers are current/up to date from backend team.
* Follow up with existing clients if any changes required.

**CRM Executive 2+ Years**

Veave Technologies PVT LTD

2017/March- 2019/June **Bangalore, INDIA**

* Introducing and branding the certification bodies and the company services to clients.
* Gathering basic information about the client through KYC.
* Based on KYC, reaching the customer to understand his/her exact requirement and time line to deliver the project over the phone or via email.
* Setting Up a business meeting with delivery head to make the process simpler
* Generating RFQ (Request for Quotation) or budgetary quote with respect to the client requirement
* Regular follow-ups and overcoming with different business strategy to accept the RFQ
* Preparing project construction plan (functional specification, project deliverables, time management & coordination)
* Reaching prospect customer to get more business or references.

Achievements:

* Developed associate’s partners across the globe as a value add to the business
* Awards/Consistency: Emerged as best sales executive for two times and maintained the consistency till date.

**Testing Engineer**  **2 Years**

Prodelta Technologies

2015/Jan –2017/Feb **Bangalore, INDIA**

Worked as a Testing Engineer

* Involved in **Web** and Window Application.
* Experience in Various Types of **Black Box** Testing.
* Involved in Executing the test cases.
* Involved in Implementing Crystal Reports.

**Project**

**Project Name** – DELTA **TRADER**

**Project Description** – Delta Trader Software is used for Business.

Eg: For Sales and Purchase. User can generate invoice bill for customer and

can update their daily Transaction.

**Tools Used**  – (C#.net, VS2005), MSACCESS.

**Roles & Responsibilities** –

* Involved in Analyzing the user Requirement.
* Involved in Deriving the Test Scenarios & Designing the Manual Test Cases.
* Executing the Test Cases & Implemented Functional, Integration, Acceptance & Smoke Testing.
* Bug Tracking & Error Reporting.

**Graduate Apprentice Trainee**

Hindustan Aeronautics Limited 1 Year

2013/April –2014/April **Bangalore,** INDIA

* Good knowledge of instruments and check for the snag.
* Testing the aircraft units.
* Involved in preparation of technical reports and specifications.
* Billing of material and schematics.

**EDUCATION**

**BE in Instrumentation Technology**

JSS ATE, Bangalore

**Key Skills**

**Technical skills**: Manual Testing, CRM Tools.

**Languages**: English, Hindi, Kannada.

**Declaration**

I **Veda D**, declare that the information furnished above is true to the best of my knowledge and belief.

**Bangalore, India. VEDA D**