

# Karandeep Singh

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Amritsar, Punjab, India, 143001

## BUSINESS & SALES

Results-driven Sales and Business Development Professional with 7 years of work experience in **Client Acquisition (Recruitment), Relationship Management, Account Management, Team Handling, SaaS Sales (B2B), and Start to End closure.** Also have expertise in Lead Generation and Negotiation. Possesses a Master's degree in Computer Science. Known for a strong work ethic, patience, and a track record of surpassing targets. I can be relied upon to help your company achieve its goals.

## PROFESSIONAL EXPERIENCE

### Testeem Solutions & iSolufy

June 2024 - Present

#### Lead Business Development Manager

- Drove business growth across IT, Non-IT, and healthcare staffing, achieving up to 40% YoY revenue growth.
- Acquired and managed key client accounts across India, including enterprise and government sectors.
- Led end-to-end sales cycle — prospecting, client meetings, proposals, and contract closures.
- Collaborated with recruitment teams to ensure timely delivery and maintain 95%+ client satisfaction.
- Mentored BD executives, improved conversion rates, and implemented data-driven sales tracking.
- Supported RFPs, tenders, and strategic partnerships, expanding company presence across regions.

### AIMS Locum Tenens LLC (Part-time)

Jan 2023 - Jan 2025

#### Sr. Business Analyst

- Analyzed client requirements, contract terms, and compliance standards to support healthcare staffing for government and defense agencies.
- Streamlined recruitment and credentialing workflows, reducing turnaround times and improving accuracy.
- Prepared data-driven reports on hiring performance, compliance, and contract fulfillment.
- Coordinated between recruitment, compliance, IT, and client teams to align processes with contractual goals.
- Supported RFP responses, audits, and business performance reviews through data analysis and process documentation.

### SreeMedhas Software Technologies | Hyderabad (Remote)

Jan 2023 - June 2024

#### Sr. Business Development Manager

- Client Acquisition
- Team Handling (Handle team of 4 individuals)
- Lead Generation
- Account Handling, Partner Acquisition

### Zyvka Global Services | Sacramento, California (Remote)

#### Business Growth Manager

Mar 2022 - Dec 2022

- Client Acquisition
- Team Handling (Handle team of 4 individuals)
- Lead Generation
- Account Handling, Partner Acquisition

**Prospeks LLP | Mohali, Punjab (On-site)****Mar 2021 - Mar 2022****Senior Specialist - Sales Development**

- Source new sales opportunities through inbound lead follow-up and outbound cold calls and emails
- Route qualified opportunities to the appropriate sales executives for further development and closure
- Team with channel partners to build pipeline and close deals
- Perform effective online demos to prospects
- Maintain and expand your database of prospects within your assigned territory

**Statusbrew | Amritsar (HQ) (On-site)****May 2019 - Feb 2021****SDR Manager (SaaS Sales)**

- Clocked the highest closure of 10000 USD in a Month.
- Creating and presenting Weekly and Monthly Report's & Managed team of 3 individuals.
- Providing Tech Support and Demo calls
- Negotiating all contracts with prospective clients, meeting or exceeding sales goals.
- Maintain full Sale cycles from mining a lead to close the deal.

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**EDUCATION****Masters in Computer Science**

Majors: Computer Science

Lovely Professional University

**Bachelor of Computer Science**

Guru Nanak Dev University

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**CERTIFICATIONS****Basics of Microsoft Power Bi**

By Cambridge International Qualifications, UK

**Intro to Data Analytics**

By Simpli Learn

**Fundamentals of Digital Marketing**

By Google

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**SKILLS**

- Client Acquisition
- Key Account Management
- Government & Enterprise Contract Handling
- B2B Sales & Negotiation
- Market Research & Lead Generation
- Revenue Growth Strategy
- Relationship & Stakeholder Management
- CRM & Pipeline Management (Zoho, Salesforce, HubSpot, Pipedrive, etc.)
- Team Leadership & Performance Coaching
- Strategic Partnerships & Client Retention
- Proposal & Presentation Development
- Data-Driven Decision Making