

# KASHMALA ALAM

Computer Science Graduate | Tech-Savvy SDR

- Swat, Pakistan
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Resourceful and results-driven professional with a background in Computer Science, sales development, and public speaking. Founder of innovative startup with hands-on experience in building scalable solutions and leading cross-functional teams. Proven ability to generate qualified leads, streamline workflows, and support end-to-end technical projects. Strong communicator and fast learner with a problem-solving mindset, blending technical expertise with entrepreneurial drive. Passionate about delivering measurable results and driving sustainable business growth.

## WORK EXPERIENCE

### ► Sales Development Representative | Remotely Empowered LLC

Feb 2025 – Present

- Booked qualified sales meetings for US-based clients through cold calls, LinkedIn, and email
- Managed pipeline using CRM and followed up to boost show-up rates
- Supported revenue growth by generating consistent outbound opportunities
- **Reference and verification can be provided**

### ► National Incubation Centre | Swat, KPK

Sep 2022 – March 2023

- Founded a women-led craft venture during incubation at NIC Swat.
- Enabled digital access to income through embroidery work.
- Gained mentorship in business, branding, and scalability.
- **Reference and verification can be provided**

## SKILLS

### Hard Skills

- Outbound Sales Prospecting
- CRM Management (e.g. GoHighLevel, HubSpot)
- Cold Calling & Lead Nurturing
- Sales Pipeline Development
- Objection Handling & Follow-Up

### Technical Skills

- Programming Languages: Python, Java, JavaScript
- Web Development: HTML, CSS, PHP, MySQL
- Data Analysis & Visualization: Excel, Power BI, SQL
- Technical Project Support & Documentation
- Startup Development & Digital Tools Integration

## EDUCATION

### Bachelor of Computer Science

2021 – 2025

University Of Swat

## OTHER

- **Certified: Public Speaker**
- **Languages:** English, Urdu, Pashto
- Member of Peshawar Freelance Community