



Maithilee Borgaonkar

Inside Sales Specialist




About My Career

I have over 9 years of experience in the IT industry as an IT Sales Professional operating extensively in the US, UK, Europe, and the Middle East regions. My primary responsibilities include lead generation via email marketing and LinkedIn marketing, database creation, CRM management, handling timely follow-ups with clients, up-selling, cross-selling, building sales pipelines, and discovering new lead generating channels.

Expertise Skill

- Lead Generation
- Email Marketing
- Database creation
- CRM/Database management
- LinkedIn Marketing
- Lead Nurturing
- Customer Relationship Management
- Up-Selling & Cross-Selling

Contact Details

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Stockholm, 16442

Education

- 2013-2015
MBA-Marketing
Maharashtra Institute of Technology, Pune,
India
- 2009-2012
BBA-Marketing
IPS Academy, Indore, India

Work Experience

- Senior Business Development Executive
IGT Solutions | Feb, 2023-Present
Gurgaon, India
- Senior Business Development Executive
Evoke Technologies Pvt. Ltd. | 2022-2023
Hyderabad, India
- Senior Business Development Executive
Encora Innovation Labs Pvt. Ltd. | 2019-2022
Pune, India
- Senior Business Development Executive
Systango Technologies Pvt. Ltd. | 2018-2019
Indore, India
- Senior Business Development Executive
Computronics India Pvt. Ltd. | Mar 2018-Nov, 2018
Indore, India
- Client Partner
Zogato Tech Pvt. Ltd. | 2016-2018
Pune, India
- Associate Business Consultant
Mindbowser InfoSolutions Pvt. Ltd. | 2015-2016
Pune, India

Certifications

- Six Sigma Green Belt certified
- Certification of Basic Automation
- Digital Marketing Certified
- Stock Market certification

Interests

- Painting.
- Calligraphy.
- Listening to music.

Personal Details

- Date of Birth- 1st July, 1991
- Gender- Female
- Marital Status- Married
- Nationality- Indian
- Work Status- Eligible to legally work in Sweden