

KARANVEER SINGH

Canada • www.linkedin.com/in/karanveersingh007 • karanveerjsr@gmail.com • 3657771689

RELEVANT WORK EXPERIENCE

MERINIO

Oct 2023 - Present

Business Development Representative

Toronto, Canada

- Generated 6-8 Sales Qualified Leads monthly to drive business development and enhance revenue streams by qualifying leads from marketing campaigns as well as outbound outreach.
- Executed a daily quota of 40-60 outbound cold calls and emails, achieving a 20% conversion rate on leads to meetings and consistently exceeding monthly quota targets by 15%.
- Implemented the MEDDPICC sales methodology to drive business development initiatives effectively and achieve sales quotas.

ROGERS COMMUNICATIONS

Aug 2022 – Oct 2023

Account Executive

Toronto, Canada

- Achieved an Annual Recurring Revenue (ARR) of \$72,000 and consistently exceeded sales targets by 20%.
- Trained new representatives in the entire sales funnel process, hitting and maintaining various team KPIs, and ensuring familiarity with Salesforce CRM software and sales performance metrics.
- Managed a team of 3, developed new marketing strategies, and contributed to provable metrics, building long-term trusting relationships with clients.

PRICE INDUSTRIES

July 2021 - Aug 2022

Full Stack Developer

Toronto, Canada

- Increased user retention by 25% and reduced loading time by 40% by optimizing performance and usability.
- Developed User Interface and API services in an using Java 8, Spring Boot, TypeScript, Angular, and JSON.
- Implemented REST Microservices using Spring Boot and implemented service layer with the help of Spring JPA.

MOBILE CLIMATE CONTROL

Jan 2020 - July 2021

Back End Developer

Toronto, Canada

- Developed User Interface and API services in an Agile environment for various modules using Java 8, JavaScript.
- Exceptional verbal and written communication skills, with the ability to effectively convey technical information to both technical and non-technical audiences.
- Implemented the J2EE architecture with distinctive design patterns Singleton, and Strategy Pattern.

EDUCATION

SENECA COLLEGE

May 2018 - Dec 2019

Associates Diploma

Computer Programming and Analysis

KIIT UNIVERSITY

May 2016 - April 2018

Associate's degree

Computer Science and Mathematics

SKILLS & INTERESTS

Skills: Sales Management, HubSpot, Salesforce Admin, ZoomInfo, Apollo.io, LinkedIn Sales Navigator, Outreach, Lusha, Customer Acquisition, Marketing, Client Relations, Product Marketing, Customer Relationship Management (CRM)

Interests: Badminton, Pool, Travel, Cybersecurity, and Gym