

# MOMIN RIDA

## Sales Development Representative

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## PORTFOLIO

**Sales Development Representative** with 3+ years of experience in International and Domestic Lead Generation, Market Research, Training and Development, Demonstration, and cultivating lasting client relationships. Proactively staying abreast of industry trends to provide innovative solutions that propel business expansion in both domestic and international markets. A goal-oriented sales professional dedicated to discovering new opportunities in the dynamic realms of SaaS, CRM, LMS, Cloud, Security, AI products, and IT product/service sales across APAC, EMEA, LATAM.

## EXPERIENCE

### Builder.ai | Engineer.ai Global Ltd

#### Sales Development Representative

📅 08/2023 - Present 📍 Mumbai, IN - Remote

Builder.ai is an innovative platform that uses AI to make software development faster, more accessible, and cost-effective internationally. I specialize in selling custom solutions of AWS and Azure cloud infrastructure, aligning them with business goals and utilizing technologies.

- Pinpointed high-value customers aligned with Builder.ai's focus on AWS and Azure cloud infrastructure solutions
- Advanced Tool Proficiency: Expertise in Apollo, Autobound, Similarweb, and LinkedIn Sales Navigator
- Strategic Prospecting: Skillful identification and qualification of potential clients across International regions
- Personalized Outreach: Tailored email and LinkedIn communication for strong leads
- Demonstration: Conveying value propositions and product benefits effectively
- CRM Mastery: Efficient lead tracking and insightful analysis using Zoho CRM tools
- Collaboration: Cross team collaboration for effective discussions
- Market Insights: Stay updated on industry trends and competition
- Customized Solutions: Tailor IT solutions to address client challenges
- Compelling Presentations: Engaging presentations to captivate prospects
- Negotiation Skills: Skillful negotiation for successful deals
- Data-Driven Optimization: Utilize sales analytics to optimize lead generation

### E2E Networks

#### Inside Sales Representative - Cloud Consultant

📅 12/2021 - 05/2023 📍 Delhi, IN - Remote

**E2E Networks** is a leading cloud infrastructure provider known for its high-performance GPU, computing solutions, and other cloud servers

- Proactive Lead Generation: Utilizing multiple platforms for data mining and reachouts.
- Email Marketing: Conducting effective email campaigns
- Strategic Reachouts: Leveraging LinkedIn, Email, and Sales Navigator for cold and warm outreach Internationally .
- Zoho CRM Management: Hands-on experience in managing sales leads
- Decision Maker Engagement: Connecting with CTOs, CIOs, VPs, and Founders.
- End-to-End Sales: Handling the complete sales process
- Market Research: Staying updated on industry developments and competitors.
- Account Management: Resolving issues and concerns for assigned accounts.
- Client Retention: Ensuring the satisfaction and loyalty of existing clients
- Team Leadership: Managing interns and fostering their growth

### Winuall

#### Business Development Specialist

📅 06/2020 - 11/2021 📍 Bangalore, IN

- Email Marketing and Campaigns
- Sales across International markets
- Lead Generation and Cold Calling
- Expertise in ERPs and AWS Cloud
- Managing Sales Leads with Leadsquared
- Identifying New Market Opportunities
- Conducting Product Demos via Zoom/Meet

## EDUCATION

### Master of Business Administration

#### Welingkar Institute of Management - University of Mumbai

- Specialization in IT project management

EDUCATION

Bachelor of Management Studies

University of Mumbai

- Specialization in Finance

Diploma in Computer Applications Business

NIELIT

SKILLS

AWS	Apollo	Data Mining	LinkedIn	Market Research	Salesforce	Campaign	Zoho	Lead Generation
Market Analysis	IT Sales Cloud	Cloud, SaaS, CRM, AI product sales			Account Management	Email Marketing		

CERTIFICATION

 AWS Partner: Sales Accreditation (Business)	 AWS Partner: Accreditation (Technical)
 AWS Cloud Practitioner Essentials	 SEO Intermediate from Hubspot
 Business Analytics from Upgrad	 Ethical Hacking - Basics
 Digital Lead Generation and Marketing from Coursera	