# Janhavi Singh

Sales Development Representative

## Contact

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**LinkedIn**
https://shorturl.at/ihvUo

## Skills

- Cold Calling
- Cold Emailing
- Market Research
- Account Planning
- Lead generation
- BANT/ SPIN Selling

## Software

Linkedin Sales Navigator

Lusha

Apollo.io

Salesforce CRM

Owler

Zoominfo

Sales Development Representative with a proven track record at InterviewBit Software Services Ltd. Skilled in lead generation and market research, I enhanced response rates by over 10% through innovative outreach strategies. Adept at BANT selling and account planning, I excel in building relationships and driving talent acquisition success.

## Experience

**2024-03 - Current**

### Senior Business Development Representative

*InterviewBit Software Services Ltd., Bengaluru, India*

- Lead generation through strategic cold outreach, ensuring thorough lead qualification and engaging with CXOs and Hiring Managers to drive talent acquisition for InterviewBit.
- Conducted in-depth market research to identify organizational changes and strategically planned outbound initiatives to support hiring needs.
- Increased response rates by over 10% by leveraging personalized videos and voice notes in LinkedIn direct messages.

**2022-04 - 2024-03**

### Sales Development Representative

*Focomate, Bengaluru, India*

- Expanded client base by conducting market research to identify new prospects and potential business opportunities.
- Optimized email campaigns using A/B testing techniques to improve open rates, click-through rates, and lead conversions.
- Consistently exceeded quarterly quotas through diligent prospecting efforts, strategic account management, and persistence in closing deals.

**2021-04 - 2022-03**

### Marketing Analyst Intern

*Focomate, Bengaluru, India*

- Conducted market research to identify new business opportunities, increasing the lead pipeline by 70% and providing strategic insights to support the sales team in driving revenue growth.

## Education

| 2023-05 | **Bachelor of Engineering: Computer Science** |
|---|---|
| | *Anna University - Chennai, India* |