

## Contact

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## Top Skills

Integrated Marketing  
Sales Operations  
Sales Processes

# Rimil Zahra

Stay a champion as long as you're in the game | AI\ML | LLMs | NLP  
| Computer Vision | AI Chat Bots | Blockchain  
Chicago, Illinois, United States

## Summary

I have over 10 years of experience in business development, deal closure, team building, and technology consulting, working with startups and established Software Development teams in the healthtech, cyber security, and SaaS sectors.

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## Experience

### InvoZone

1 year 9 months

#### Head of Marketing & Sales

April 2024 - Present (10 months)

#### Head of Dynamic Sales

May 2023 - Present (1 year 9 months)

### InvoTeams

#### Head of Marketing

January 2021 - Present (4 years 1 month)

### Techverx

#### Senior Business Development Manager

March 2019 - April 2023 (4 years 2 months)

Texas, United States

As a business development manager, I am responsible for over-seeing the end-to-end Sales process for Techverx across various channels and supervise the daily activities and performance management of individual BDRs/SDRs to ensure key performance metrics are met.

During my Initial days as a BDM, I performed the following key activities:

- Revamped the entire sales process and team structure.
- Designed and Structured Outbound Sales Engine.
- Introduced new and various sales strategies and tools.

Currently, I am responsible for hiring, managing and training the following teams:

- o Data
- o Lead Generation
- o Business Development

- I collaborate with the engineering team and actively participate with deal closures.
- Responsible for creating content, case studies and some real-time use cases. which can further help with Marketing Qualified Leads and Slow-Drip Campaigns.

#### Kualitatem Inc.

Senior Business Development Executive  
October 2017 - March 2019 (1 year 6 months)

New York, United States

- Responsible for managing a small team of sales/data executives and ensured that the targets were met.
- Responsible for Discovery calls/Account Management
- Managed different Lead Generation channels.

#### OVEX Technologies (Pvt.) Ltd.

Sales Rep

December 2014 - November 2016 (2 years)

Worked as Sales Rep for UpClick Canada.

<https://upclick.com/>

Awarded for Highest RPC twice

Managed inbound sales for:

Avast

Norton

Lulu Software

PDF Suite

LavaSoft and Many others.

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## Education

Salamat ICAS School

Primary & Secondary Schooling · (August 2003)

National College Of Business Administration & Economics  
Master's Marketing · (August 2019)

David Game College  
O levels & A Levels, Lahore Chapter