SHREYAS EESH
Seattle, WA · +1-425-864-9742 · seesh1@unh.newhaven.edu
LinkedIn · Portfolio

PERSONAL STATEMENT

Energetic and goal-oriented sales professional with an MBA and hands-on experience in SaaS lead generation, CRM management, and cold calling. Known for turning cold prospects into warm opportunities through persistence, personalization, and smart outreach. Passionate about building meaningful relationships and contributing to revenue growth in fast-paced, innovative teams like Adobe's.

CORE COMPETENCIES

Cold Calling · Lead Generation · CRM (Salesforce, HubSpot) · Email Campaigns
Pipeline Management · Prospect Engagement · B2B Outreach · Sales Strategy

PROFESSIONAL EXPERIENCE

Business Development Associate
Mila Health Inc – Seattle, WA · Jan 2025 – Present

- Executed cold outreach campaigns to book qualified meetings for AI healthcare offerings.
- Managed the sales pipeline and tracked progress using HubSpot CRM.
- Partnered with cross-functional teams to tailor strategies and messaging for prospects.
- Helped drive a 20% increase in meetings quarter-over-quarter.

Marketing Associate
Sodexo USA – West Haven, CT · Nov 2023 – Dec 2024

- Oversaw daily operations and marketing outreach for 500+ students, achieving 95% satisfaction.
- Reduced wait times and improved workflow during high-volume service periods.

Student Ambassador
Colledge – New York, NY · Apr 2024 – Aug 2024

- Contacted 100+ prospective students weekly through email and social media.
- Boosted engagement and response rates by 30% with innovative follow-up tactics.

EDUCATION

MBA – University of New Haven · West Haven, CT
GPA: 3.86 / 4.0
Relevant Coursework: Sales Analytics, Business Analytics, Tableau, Power Bi

CERTIFICATIONS

Generative AI (AWS) · PMP Foundations · Financial Markets (Yale)
Digital Marketing (Google) · Salesforce CRM Basics

TECHNICAL SKILLS

Salesforce · HubSpot · Power Bi · Tableau · Advanced Excel · Google Suite · R · LinkedIn Sales Navigator