

# Uttkarsh Rawat

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## PROFESSIONAL SUMMARY

Highly motivated and results-driven Business Development Manager with 4+ years of experience in driving revenue growth through strategic sales initiatives. Adept at providing excellent customer service, effective team management, and exceeding sales targets. Proficient in leveraging generative AI tools such as ChatGPT to personalize customer interactions and optimize sales processes, resulting in remarkable business outcomes.

## EXPERIENCE

### InterviewBit Softwares - Business Development Manager

Bengaluru

03/2022 - Current

- Led a high-performance team of Sales Development Representatives (SDRs), revolutionizing the sales funnel from Lead Generation to Prospecting to Closures.
- Achieved an exceptional Average Revenue Generation of approximately \$500,000 per Quarter on average, exceeding sales quotas by an outstanding 120%.
- Pioneered the implementation of generative AI tools like ChatGPT, enhancing customer interactions and tailoring solutions to individual needs.
- Orchestrated cross-functional collaborations, leading to the successful execution of AI-driven sales campaigns that maximized revenue.

### InterviewBit Softwares - Senior Business development consultant

Bengaluru

08/2021 - 03/2022

- Built and maintained strong relationships with key stakeholders, including C-level executives and decision-makers.
- Conducted product demonstrations and presentations to potential clients, effectively showcasing the value proposition of the company's SAAS solution.
- Managed a high volume of outbound sales calls and emails, consistently meeting or exceeding monthly sales quotas.

### Upgrad - Senior Business development Consultant

05/2021 - 08/2021

### WhitehatJr - Sales Manager

Mumbai

06/2020 - 05/2021

### Think & Learn Pvt LTD - Business development Associate

07/2019 - 06/2020

## SKILLS

- Leadership
- Salesforce CRM
- Lead generation
- Prospecting and cold calling
- Product demonstration
- Strategic decision-making
- Hubspot
- Team handling
- LinkedIn Sales Navigator
- Sales trend forecasting
- Brand building
- Market and competitor analysis
- Brand building
- Microsoft Excel
- ChatGPT (Generative AI for Customer Interactions)

## EDUCATION

July 2019

**Galgotias University**

Greater Noida

**B-Tech:** Mechanical engineering

2015

**St. Marys Academy**

ISC, ICSE

**ISC , ICSE**