



MEET SHAH

Senior Business Development Executive

A passionate Sales Rep looking out for a challenging position into Saas, Cloud or Product based firm for International Business Development.

My Contact

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📍 Ahmedabad, India

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Hard Skill

- CRM Software & G-Suite
- Sales Automation tools like Bombora, Meetalfred, Streak, Trello, etc
- LinkedIn Campaign Management
- Email Marketing, Cold Calling, Lead gen
- Market Research & Data Management

Soft Skill

- Problem Solving & Predictive Analysis
- Decision making & Negotiation
- Rapport Building & Customer Success
- Management & Leadership
- Team Player & Motivator

Education Background

- Indus Institute of Management Studies
MBA in HR
Completed in 2017
- C U Shah College of Engineering & Tech
B. Tech in Computer Science
Completed in 2015

About Me

Award winning Global Business Developer with an extensive experience into inbound & outbound sales & partner development. Hands on experience in handling outbound campaigns through linkedin, cold calling, email marketing & sales automation tools. Highly successful in building relationship with the C-Suite prospects. Successfully recruited SDR's & trained them to excel into lead generation. Grown outbound sales from scratch to eight digit revenue in a short span.

Professional Experience

HoduSoft Pvt. Ltd. | Senior Business Development Executive
2020 – Present

Key responsibilities:

- International Business Development for VOIP Products like PBX, Contact Centre, Conferencing & Broadcasting Solutions
- Geographies: US, Canada, UK, South Africa, Australia, New Zealand, Nordic region, Nigeria, Uganda, UAE
- Planning & Handling Outbound sales campaign & making an initial outreach to inbound leads, leading them to product demo.
- Assisting in Marketing campaigns & other branding activities
- Recruiting, Training & upskilling SDR team to generate maximum leads into their respective campaigns
- Building outreach strategies through market research & competitive analysis
- Creating & Managing partners, ensuring customer success through up-selling & cross-selling of products.
- Building Strategic Alliances with SaaS & Cloud Service Providers
- Proven record of achieving sales targets
- Improved outbound sales revenue from zero to eight digit in short span & grown it to 2.5X YoY as a team

HoduSoft Pvt. Ltd. | Executive – HR & BD
2017 – 2020

Key responsibilities:

- Managing the entire HR Gamut of activities across the company
- Award winning experience in developing & streamlining HR functions from scratch for a startup
- Assisting part time into lead generation & handling outbound campaigns for the International Market

Awards

2018 "Most Valued Player" at HoduSoft

2022 "The Hunter" at HoduSoft