



Shailesh Vishwas Patil

Professional Goals

- To secure a challenging position in a reputable organization to expand my learning, knowledge, and skills.

Get in touch!

Mobile:

+91 9699 408 427

Home:

+91 8767 780 521

Email:

Patilshaileshj22@gmail.com

Address:'

Thite Wasti, Kharadi Pune.

Work Experience

Astegic Infosoft Pvt. Ltd.

Pune | 1st Dec 2020 - Present

- Appointment Setting with Key Decision Makers
- HQL(High Qualified Leads) Generation
- MQL(Marketing Qualified Leads) Generations
- Live Appointment Generation
- IT Pre-sales
- B2B Lead Generation
- Contact Discovery (CDQA)

VSynergise Pvt. Ltd

Pune | 26 Feb 2019 To 14 Nov 2020

- BANT Campaign
- HQL(High Qualified Leads),
MQL(Marketing QualifiedLeads)

Academic History

St Vincent's College of commerce

M.com (Business Administration)

Master Of Commerce, Advanced Business Administration April/May(2015)

Bachelor of Commerce, Business Administration(2013)

MAHARASHTRA STATE BOARD CERTIFICATE.

Poona College of Arts, Science & Commerce.

HSC In Commerce. (2008)

All Saints High School Khadki Pune SSC In General. (2006)

Specializations

B2B Lead Generation
HQL Leads
MQL Lead
SQL Lead
BANT Campaign
Marketing and Communication
Contact Discovery CDQA
Business Development
IT Presales
Digital Marketing

Languages Spoken

English

Hindi

Work Experience History

1. Astegic Infosoft Pvt. Ltd.

- **Project** : Appointment Setting
- **Designation** : (Business Development Executive)
- **Duration** : 1 Dec 2020 To Present

- **Roles and Responsibilities:**

Cold Calling

Appointment Setting with key Decision Makers

Lead Generation

Cold Calling, Prospecting

Email Marketing

LinkedIn Navigator Marketing

Outreach

Salesforce CRM

2. VSynergise Pvt. Ltd.

- **Project** : High-Quality Leads
- **Designation** : (Business Development Executive)
- **Duration** : 26 Feb 2019 To 14 Nov 2020 (1 Yr. 9 M)

- **Roles and Responsibilities :**

- To Attain Daily meetings with the operation manager and get all the Doubts clear about the white paper campaign.
- To Call prospects in the international market in different Geographies like the US, Canada, UK, and Entire Europe.
- To make International outbound phone calls around 70 To 80 Daily, And Generate leads as per the campaign assigned.
- To Ensure completion of Daily Target minimum 2 to 3 qualified leads.
- To dial on camping like Hyper BANT, BANT, Plain White paper, Appointment Setting.
- To sell IT-related products for example **Data Backup, 24/7 Security, ERP SAP product, Cloud products, Digital Platform products, Artificial Intelligence products, location Intelligence products. Fast speed Ethernet connection Etc.**
- To do contact discovery through various search engines E.g.: linked in, Zoom-info, Hoovers, Manta, Owler, SalesIntel, And find the right party contact.
- To Interact with the customer and explain to them how the product going to be useful to their organization lowering the cost of production and increase in productivity and performance.
- To Target as per the white paper and client requirements the job title, Domain, Employee size, Revenue size, Geographies, Zip code.
- To check the Internal suppression and client suppression so that the lead is not repetitive and does not match with the prospect excluded by the client.

- To maintain the excel sheet of the leads scored and send it to the operations manager and also the voice recording so that quality could be crossed checked.
- To maintain enthusiasm, confidence, and good knowledge about the product that has to be sold so that any doubt prospects have could be cleared.
- To Maintain high quality of voice, Energy, and clarity of speech over the entire phone call.
- To Maintain good negotiation skills.
- To take Consent from the prospect for a follow-up call and all the necessary question answers from the prospect and gives the GDPR mandatory statement in European countries.
- To meet the assigned month's deadline and deliver qualified leads to the client.

3. Company : XDBS Corp Pvt Ltd.

- **Project : TGIF Campaign (Sales)**
- **Designation : Sr. Demand Generation Executive**
- **Duration : 6 Dec 2017 To 22Feb 2019 (1 yr. 2 Months)**

■ **Roles and Responsibilities :**

- Online Research, Contact Discovery, Sales call Cold Call, Marketing, Lead Generation, Maintaining the Excel sheet of the scored leads.
- Checking the client suppression and Internal suppression,

4. Company : Wipro Pvt Ltd.

- **Project : Customer Service Executive (HR)**
- **Designation : Sr. Officer**
- **Duration : 4 June 2015 To 3 Dec 2017 (2 Yr. 6m)**

■ **Roles and Responsibilities:**

- International Inbound calls Voice Process (US)
- Customer service Executive
- Handling HR Related Query
- Addressing various issues Of the Employee and Forwarding them to the relevant Department
- Raising Tickets and forwarding them to the Department For Final closure.
- Real-time resolution and Real-time assistance to the employees working for Levis Company.

Personal Details:

Date of Birth : 14 June 1989
 Language known : English, Hindi, Marathi.
 Permanent Address : Behind Dominoz Pizza, Thite wasti
 Kharadi 411014

Signature

