



Lakshmi B S

Sales Representative

Motivated individual with passion and vast knowledge of Sales Skills and Marketing strategy, seeking to become the new Digital marketing executive for Random Technology Sectors. Experience includes working as a sales Representative to help customers find products, Providing expertise in strategic lead generation, Sales presentations, Expertise sales strategy, Satisfied clients and building a network of referrals to Increase sales.

CONTACT

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HOME:7th phase J.P.nagar ,Bengaluru.
Karnataka-560078.

SKILLS

SALES AND MARKETING TOOLS:

Hubspot, Zoom, Google Analytics, Adobe suite, SEO, Email marketing.

WEB-BASED APPLICATIONS:

WordPress, HTML & CSS, PHP, JavaScript.

CODING LANGUAGES:

C, C++, Java, Bigdata, Hadoop, MySql.

ERP SYSTEMS: SAP, Oracle.

OFFICE TOOLS: Microsoft Word, Excel, PowerPoint, Access, Google sheets.

CERTIFICATIONS

Google Analytics for Beginners

Google analytics academy
August 2021

Fundamentals of Digital Marketing

Google Digital Garage
September 2021

WORK EXPERIENCE

Sales Representative

Aug 2019-Present

Infosight Softwares and consulting PVT LTD.Bengaluru.

- Develop, manage and progress pipeline revenue by through sales cycle management and strategy
- Work closely with VP of Outside Sales, System Engineers, and Account Managers to effectively manage pipeline
- Manage and develop new software solution sales to assigned customer base
- Develop and implement sales plans and strategies to achieve signings and revenue targets
- Provide clients with a single point of contact for sap services.
- Develop and maintain relationships with new and existing customers in order to assist customer achieve strategy for sap services.
- Create formal services proposals, Statement of work.
- Oversee and manage documentation activities in Hubspot CRM and manage the information in the database on all lead prospects and opportunities.
- Creating and consolidating sales database and sales materials for business purpose.
- Answered customer inquiries and questions regarding product and service offerings.

EDUCATION

BACHELOR OF ENGINEERING in Computer Science.SJMIT.

2017

Visvesvaraya Technological University(VTU).Belgaum.

PG Diploma in Data Analytics.

2018

NIIT.Bengaluru