



# Sourabh Agrawal

## Inside Sales Executive

Engage with prospects and demonstrate SaaS product. Meet or exceed qualified lead/demo quota each month. Strive to continuously improve sales development process by implementing best practices.

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📍 Bengaluru

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## EDUCATION

### **MBA in Marketing** - (CGPA 6.9/10)

Ramaiah Institute of Management Science (2019, Bengaluru)

### **BBA in Finance** - (CGPA 7.3/10)

Dr. Ambedkar College (2016, Nagpur)

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## WORK EXPERIENCE

### **Inside Sales Executive at Deskera**

04/2022 - Present (Bengaluru)

- Qualifying and prospecting leads in the sales funnel
- Convert trial prospects to paid customers
- Built relationships with the non-technical and technical stakeholders of SMEs
- Conducting Product demos on day-to-day basis for the qualified leads and converting them into paid customers
- Collaborations with different internal teams to help customers with their requirements
- Update CRM on daily basis without any gap & provide reporting

### **Relationship Manager, ICICI Prudential**

06/19 to 09/20 (Bengaluru)

- Leads generation and qualification from customer database to build our own pipeline
- Pipeline management: Managing individual sales pipeline and revenue targets and work diligently to meet them
- Client management: Closely monitoring the market and the ongoing trends, suggesting investment options and resolving concerns
- Portfolio management: Educating clients on financial matters and creating awareness about new investment tools to cover any gaps in the overall portfolio for a secure lifestyle
- Competitive analysis: Study competition to highlight gaps in their offerings and find new ways to retain customers
- Customer service: Assisting clients in onboarding and for any administrative issues and providing quick turnaround on issues Up-sell or cross-sell investment product and services.

## SKILLS

Leads Generation

Prospecting Leads

Negotiations

Closing techniques

Building Relationship

## CERTIFICATES

- Stock Market Boot Camp
- Advance Excel Training Program

## PERSONAL DETAILS

- Date of Birth- 12th October 1995
- Passport Available- Yes
- Languages- Hindi & English

## INTERESTS

Travelling

Cooking

Socializing