

Himanshu Chawla

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Mumbai, India

CAREER OBJECTIVE: To secure a role as an Inside Sales Representative within a prominent technology company, leveraging my skills and experience to drive new opportunities, secure deals, and consistently surpass sales targets.

PROFESSIONAL EXPERIENCE

Company: Datamatics

From: June 2021 – Present

Designation: Senior Executive, Inside Sales

- Over 2 years of US Inside sales experience.
- Demonstrated success by getting multiple high value opportunities in both outbound and inbound lead generation, aiding the sales team.
- Actively engaged in marketing endeavors, amplifying lead generation and brand exposure.
- Utilized tools like ZoomInfo, HubSpot, Sales Navigator, and generative AI tools such as Claude, ChatGPT and Bard for enhanced productivity.

SKILLS

- Lead Generation
- Account Mapping
- Problem Solving
- Teamwork

Educational Qualification

- BSc. Information Technology, K.C College (2018-21)

INTERESTS

I am an individual with diverse interests and hobbies. I thrive on the soccer field, showcasing my teamwork and communication skills. On the other hand, I enjoy playing chess, where I sharpen my problem-solving abilities and strategic thinking. Additionally, I have a deep appreciation for movies, as they allow me to explore different narratives and perspectives, inspiring my creativity and storytelling skills.

PERSONAL INFORMATION

- Birth Date: 3rd July 2000
- Gender: Male
- Marital Status: Single
- Languages: English, Hindi, Sindhi & Marathi

I do hereby declare that the particulars furnished by me above are true to the best of my knowledge and belief.

Himanshu Chawla