

# khairunisa m

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Bangalore, Karnataka

## Summary

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Diligent Inside Sales Representative focused on building loyalty and long-term relationships with customers to consistently reach sales targets. Skilled in data analysis, cold calling and process optimization. Familiar with job-related software paired with extensive knowledge of successful sales strategies and techniques.

## Experience

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### Inside Sales Engineer

S R Integrated Circuit India Pvt Ltd • Bangalore, Karnataka

04/2021 - Present

## Experience

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- Generating leads through extensive web research, well as email campaigns and ensuring that lead targets are met.
- Doing outbound telephone calls to prospective clients, qualifying the opportunity.
- Analyzing opportunities for prospective clients by sector/domain and processing new leads to the sales team.
- Updating the CRM database with prospecting information. Preferably sales Experience from IT Industry.
- Generate target market contact database by performing market research through social media, online database, web etc.
- Responsible to generate leads, identify sales opportunities and arrange meetings for sales teams through targeted campaigns.
- Run campaigns for prospecting and nurturing of leads through various communication channels like cold calling, email & social media.
- Assist sales team in lead/queries qualification.
- And also assist the sales team to conduct research on target accounts.
- Ability to conduct detailed procedures in a time constrained environment.
- Works with plant, warehouse, and logistics departments to determine and set up intercompany transfers.
- Monitors and corrects inventory levels at outside warehouses (3PL) and internally to ensure rotation and maximize working capital.

## Skills

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Customer service, Sales Forecasting, Problem Solving, Electronic Component's Expert, Reliable & Trustworthy, Data Management, Good Typing Skills, Strong Communication Skills, Customer service orientation, Sales Tracking

## Education

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### Bachelor of Computer Science

K.S.School of Engineering And Management • Bangalore, Karnataka

03/2021

### PCMB

K.K Pre University • Bangalore, Karnataka

05/2014

### SSLC

Government High School Hombegowda Nagar • Bangalore, Karnataka

04/2012

## Languages

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English, Hindi, Kannada, Urdu

## Expertise

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- Microsoft Office (Excel,PowerPoint,Word)
- Good Typing Speed
- leadership
- Octopart (search engine for electronic and industrial parts)