



SIMRAN KHUNGAR

Marketing & Sales

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EDUCATION

Master's In Business Administration Marketing

Chitkara University, Punjab
2021-2023

Bachelor's of Business Administration

Kurukshetra university
2016-2019

EXPERTISE SKILLS

- CRM Management (e.g., Hubspot)
- Lead Nurturing
- Market Research
- Relationship Building Management
- Outbound Prospecting
- Business Expansion Strategies
- Communication Skills

INDUSTRY

- Software Development
- Mobile Computing Software Products
- Advertising Services

INTERSHIPS

UEngagel Panchkula

Inside Sales Dec 2021- Jan 2022

- Identify and research potential leads
- Develop and deliver persuasive sales pitches tailored to the needs and pain points of the prospect.

Creasip| Delhi Oct 2020- July 2021

Business Development Intern

- Contribute to the development of strategies for entering new markets or expanding existing ones.

ABOUT ME

Experienced professional with 2 years in Sales and Business Development, seeking opportunities to drive growth in Sales, Business Development, or Marketing at a forward-thinking company.

WORK EXPERIENCE

Business Development Executive

Neutara technologies (Cloudfuze) Nov 2023- Present

- Collaborated with various teams to align Business Development with company goals.
- lead qualification efforts via multi-channel approach, including calls, emails, and LinkedIn.
- Managed website traffic, including inbound inquiries and chat interactions.
- Scheduled appointments for the Lead Account Manager.
- Maintained accurate data in HubSpot CRM.

Inside Sales

OpsMx| Hyderabad April 2022- Oct 2023

- Find potential customers using databases and social media. Write and send personalized messages to spark interest and create opportunities.
- Arrange introductory meetings or product demos for Account Executives (AEs).
- Work closely with Account Executives and Sales Managers to pass on qualified leads.
- Keep accurate and updated records of all interactions and lead information in the CRM system.
- Develop and run email and calling campaigns to nurture leads.

REFERENCES

Sachin Sharma (OpsMx / Manager)
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