



Brijesh Sharma

**Business development executive /
Inside Sales executive**

2+ years' experience as Sales
consultant in Inbound and
Outbound

Education

- Bachelors in Technology (Computer Science)
- IELTS Score: 7.5 Overall

Technical Expertise

- Data mining tools (LinkedIn, Outreach, ZOOM Info, Adapt, Hunter.io)
- Email Marketing (YAMM, Rebump)
- End to End Sales Process (Meetings, Demo's, Presentations, Proposals)
- Account Management
- SAAS based technologies (MEAN Stack)

Experience

Product Specialist/Senior BDE – Lambdatest, *Noida, UP, India*

Lambdatest is a cross-browser testing SAAS based product.

Responsibilities & Learning's:-

- Lead Generation via different methods and strategies(LinkedIn, Emails, Calls)
- Region Covering: Canada & US

Business Development Manager/Consultant – Clicklabs : Jungleworks/Jugnoo, Chandigarh, India,

Key Responsibilities:-

- Interactive Inbound and Outbound consultation of in-house SaaS products of Jungleworks and Jugnoo Suite.
- Explain products and prices, demonstrate the use of products, preparing presentations, product demo's and resources
- Regions Covered: US, Canada, Middle East, Europe, Africa & Asia

Strengths

- Fast Learner
- Proficient in English
- Positive Attitude

Previous Employment