

Social Selling

English Native

Hindi Proficient

A donut chart with a white center. The center contains the text "14.1" in a large, bold, black font, with "YEARS" in a smaller, black font below it. The donut chart is divided into five segments of varying shades of blue. The largest segment is a medium blue, followed by a light blue, a very light blue, a dark blue, and a medium-dark blue. The segments are arranged in a circular pattern around the center.

- Account Executive, Business Applications at BlueRidge Business Applications (3 Years)

- Pursued new enterprise logos through cold outreach, referrals, events, and business development.
- Conducted discovery with HR and technology stakeholders across distributed organizations.
- Identified process constraints, integration concerns, adoption requirements, and desired outcomes.
- Built value based account plans involving multiple locations and executive sponsors.
- Expanded relationships beyond a single champion through deliberate stakeholder mapping.
- Coordinated specialists, consultants, legal, finance, and services through proposal development.
- Addressed demonstrations, security questions, negotiations, and implementation considerations.
- Managed **CRM** stages, close plans, pipeline reviews, and forecast updates.
- Documented buyer commitments, risks, and next actions for reliable opportunity control.
- Developed executive communication skills through larger and more complex pursuits.

- Sold **B2B** software solutions through consultative discovery and new account acquisition.
- Created prospect lists using account research, phone outreach, email, and networking.
- Established qualified conversations through professional social channels and targeted follow up.
- Translated workflow problems into demonstrations connected with operational needs.
- Prepared proposals linking software capabilities with customer priorities and user requirements.
- Managed opportunities from first meeting through proposal, negotiation, and signature.
- Coordinated technical questions with product and implementation specialists during evaluation.
- Kept CRM records, pipeline stages, contact maps, and forecast notes current.
- Supported weekly sales planning with clear management visibility and documented next actions.
- Earned larger account assignments through reliable execution across each sales cycle.

Strengthened Salesforce and Clari operating rhythms with clearer opportunity stages, next steps, buyer commitments, and coverage reviews for enterprise sales planning.

- Enterprise Sales Peer Mentor, SummitBridge Software, supporting account executives with discovery and opportunity strategy.
- Progressive Account Assignment Leadership, recognized through advancement from midmarket selling into principal enterprise ownership.
- Cross Functional Deal Leadership, trusted to coordinate presales, legal, services, finance, and security workstreams.

Coursework: Sales management, marketing strategy, business communications, consumer behavior

CERTIFICATIONS

- Salesforce Trailhead, Sales Cloud Fundamentals 📅 2024
- Gong Academy, Revenue Intelligence Fundamentals 📅 2025

TECHNICAL SKILLS

- **CRM Platforms:** Salesforce, Clari, CRM opportunity management
- **Sales Engagement:** SalesLoft, LinkedIn, cold calling
- **Revenue Intelligence:** Gong, conversation insights, forecast reviews
- **Microsoft Office:** Microsoft Word, Microsoft Excel, Microsoft Office
- **Enterprise Selling:** New logo sales, complex B2B sales, global accounts
- **HCM Technology:** Cloud HCM, talent acquisition, recruiting software
- **Sales Methodologies:** Value based selling, consultative selling, 360 degree selling
- **Pipeline Management:** Pipeline coverage, account planning, sales forecasting
- **Proposal Management:** RFP responses, RFI responses, business cases
- **Deal Execution:** Commercial negotiation, contract execution, pricing approval
- **Stakeholder Management:** Buyer personas, executive engagement, C level selling
- **Cross Functional Delivery:** Presales, professional services, information security
- **Prospecting Channels:** Referrals, webinars, regional networking, social selling

PROFESSIONAL AFFILIATIONS

- Enterprise Sales Peer Mentor, SummitBridge Software
- Volunteer Career Mentor, Dallas Professional Network

ADDITIONAL INFORMATION

Work Status : Authorized to work in United States. No sponsorship required.

REFERENCES

AVAILABLE ON REQUEST