Rahul h b

Business Development Executive

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Bē https://www.behance.net/rahulhb 🔗 https://rahulhb.netlify.app/

SUMMARY

Results-driven Business Development Executive with **1+ years** of experience in **lead generation, demand generation, CRM management (Salesforce), and relationship building**. Skilled in **market research, cold calling, consultative selling, and linkedin sales** to drive revenue growth. Strong **communication, negotiation, and problem-solving** abilities with a proven track record of converting leads into sales. Seeking to leverage my expertise in a growth-focused sales role.

PROFESSIONAL EXPERIENCE

Uni-Solution (Bangalore) Pvt Ltd   02/2025 – 04/2025
Business Development Executive   Bangalore, India

- **Generated high-quality leads** through **cold calling, LinkedIn outreach, and demand generation strategies**.
- **Scheduled and secured appointments** with **C-level executives** for business meetings, conferences, and trade shows.
- **Followed up on MQLs (Marketing Qualified Leads)** to nurture them into SQLs (Sales Qualified Leads) and drive conversions.
- **Conducted post-event follow-ups** for trade shows and conferences, ensuring engagement and rescheduling meetings as needed.
- **Utilized LinkedIn Sales Navigator** to identify, connect, and engage with potential decision-makers.
- **Managed and optimized CRM tools (Salesforce)** to track leads, monitor pipeline progress, and improve conversion rates.
- **Collaborated with sales teams** to ensure smooth lead handoff and pipeline efficiency.

Colt Assist Pvt Ltd   09/2023 – 09/2024
Business Development Executive   Bangalore, India

- **Converted leads into sales** by presenting tailored course solutions and guiding students in their educational journey.
- **Generated leads through multiple channels** and consistently met or exceeded sales targets.
- **Built strong client relationships**, ensuring clear communication and high customer satisfaction.
- **Provided personalized guidance** to students, resolving queries and helping them make informed decisions.
- **Facilitated admissions to top colleges** by managing the application process efficiently.
- **Tracked sales and admissions pipelines**, ensuring timely follow-ups and target achievement.
- **Collaborated with educational institutions** for smooth processing of applications and approvals.

KEY ACHIEVEMENTS

- **Generated high-quality leads** through targeted outreach, improving the sales pipeline and conversion opportunities.
- **Executed demand generation campaigns** using email, LinkedIn, and cold calling to drive engagement and attract potential clients.
- **Leveraged LinkedIn Sales Navigator** to connect with key decision-makers, increasing lead acquisition.
- **Managed and optimized CRM (Salesforce)** to track leads, enhance follow-ups, and improve response times.
- **Collaborated with sales teams** to qualify and nurture leads, ensuring smooth transition from MQL to SQL.

SKILLS

- Lead Generation & Demand Generation

- Salesforce CRM Management

- Cold Calling & LinkedIn Outreach

- Relationship Building & Client Engagement

- User Experience & User Interface

- HTML, CSS

- Microsoft Excel, Microsoft PPT, Microsoft Word

- WireFrame, Prototyping, User Research

- HubSpot CRM

EDUCATION

Bachelor of Engineering (Computer Science Engineering) 2019 – 2023
AMC Engineering College Bangalore, India

PUC (PCMB) 2017 – 2019
Royal Composite PU College Chintamani, India

SSLC 2017
Sri Sathya Sai Vidya Niketan

LANGUAGES

English	● ● ● ● ●	Kannada	● ● ● ● ●
Telugu	● ● ● ● ●	Hindi	● ● ○ ○ ○