




SHUBHAM TIWARI

B2B & B2C SALES, SAAS SALES, SALES
LEADER, SALES TRAINING MANAGER,
WRITER, PUBLIC SPEAKER

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 [My LinkedIn Profile](#)

PROFILE

An accomplished sales professional with 4+ years of experience generating leads, building client relationships, and driving sales growth. Expertise in developing and executing sales strategies identifying new revenue streams and fostering customer relationships.

SALES TOOLS

- ◆ Salesforce
- ◆ LeadSquared
- ◆ Zendesk
- ◆ Zoom info
- ◆ Appolo.io
- ◆ Neverbounce
- ◆ Hunter.io
- ◆ LinkedIn Sales Navigator

OTHER SKILLS

- ◆ Lead Generation
- ◆ Email Campaign Marketing
- ◆ Data Mapping
- ◆ Revenue Generation
- ◆ Sales Training
- ◆ Sales leadership

LANGUAGES

- ◆ English
- ◆ Hindi

EXPERIENCE

TEAM LEAD SALES

BHANZU | DECEMBER 2022- SEPTEMBER 2023 (Bangalore)

- Consistently exceeded sales targets, driving 25 lakh revenue every month.
- Led a team of 12 sales representatives, provided coaching, and mentored them to achieve their sales targets.
- Collaborated with product development and marketing teams to develop and deliver targeted marketing campaigns.
- Built and maintained client relationships resulting in repeat business and increased customer satisfaction.

TEAM LEAD SALES B2B & B2C

SPLASHLEARN | FEBRUARY 2022 – NOVEMBER 2022 (Gurugram)

- Worked with departments across the company, including marketing and project management, in developing new ideas, initiatives, products, and services.
- Contacted upper management of USA schools and conducted virtual meetings with stakeholders to generate leads and convert them later.
- Managed the work of 12 employees, 6 pre-sales associates, and 6 sales associates and increased the conversion rate from 2% to 8%.
- Offered strong customer service skills, keeping customers satisfied and increasing sales by an average of 30% monthly in the USA market

TEAM LEAD SALES B2B & B2C

ALLEN | SEPTEMBER 2021 – JANUARY 2022(Chandigarh)

- Determined business development opportunities and implemented an effective strategy for client acquisition for building a new online venture of Allen named Allen Digital.
- Visted premium schools of Chandigarh, Mohali, and Panchkula met the management, and conducted seminars for scholarship exams like ASAT and TALENT X.
- Mentor, manage, and supervise an inside sales and outside sales team of 12 employees generating an overall revenue of 54 lakh.

SR BUSINESS DEVELOPMENT TRAINING MANAGER

VEDANTU | JUNE 2020 – AUGUST 2021 (Delhi)

- Trained new hires and mentored the on-call pitch, product pitch, and closure.
- Analyzed the team performance on a weekly basis through a review of in-depth reports.
- Strategically managed revenue streams by establishing sales target deployment strategies and go-to-market activities

BUSINESS DEVELOPMENT TRAINEE

BYJUS | DECEMBER 2019 – MAY 2020 (Delhi)

- Effectively built relationships with both established and potential customers.
- Contacted potential customers via telephone and email.

BUSINESS DEVELOPMENT TRAINEE

VEDANTU | JUNE 2019 - NOVEMBER 2019 (Delhi)

- Schedule meetings with clients and partners and provide updates or meeting changes
 - Utilized various methods, including cold calling, networking, and lead generation lists to locate new business opportunities.
 - Managed sales funnel process through initial engagement with prospective customers to ascertain needs, determine solutions, and establish new business relationship
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CERTIFICATION

Zohort

- **B2B SAAS Sales Fundamental**

Linkedin

- **How to find sales leads**
 - **Cold Calling: The first seven seconds**
 - **Linkedin Sales Navigator**
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EDUCATION

BACHELOR OF TECHNOLOGY

AKTU| August 2015- June 2019

AWARDS

Certificate of Excellence

Splashlearn

- Awarded certificate of excellence for increasing the conversion rate in the US market as team lead sales.

V ACHIEVER

Vedantu

- Awarded two times in a row V-achiever award in October and November for best performance across pan India.