VIKRAM SHETTY

Inside Sales Executive -> Senior Inside Sales

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SUMMARY

Inside sales executive with 2 years selling a SaaS subscription to small businesses over phone and video. Consistently at or above target for 6 of my last 8 quarters. Strongest on discovery calls and on winning back lapsed accounts.

EXPERIENCE

Inside Sales Executive - CloudLedger Software Apr 2024 - Present

Bengaluru

- Own a monthly target of Rs 6 lakh in new subscription revenue; hit or exceeded it in 6 of the last 8 quarters.
- Make 55-70 outbound dials a day into a small-business list; average 9 connected conversations and 2 qualified demos.
- Closed 84 new accounts in FY25-26 at an average ticket of about Rs 21,000.
- Rebuilt the team's discovery-call question set after noticing demos were being booked with unqualified prospects; the demo-to-close rate for my own pipeline improved over the following two quarters.
- Ran a lapsed-account win-back push over 6 weeks; reactivated 19 of 140 dormant accounts.

Sales Development Trainee - CloudLedger Software Sep 2023 - Mar 2024

Bengaluru

- Qualified inbound leads and booked demos for 3 senior reps; averaged 34 booked demos a month.
- Maintained CRM hygiene for a shared pipeline of about 600 open leads.

SKILLS

Sales outbound calling, discovery, objection handling, demo delivery, win-back

Tools Salesforce, Outreach, LinkedIn Sales Navigator, Excel

Languages English, Kannada, Hindi, Tulu

EDUCATION

BBA - Bangalore University, 2023 | 73%

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