

Shubham Chaturvedi

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Profile Summary

A results-oriented Sales Development Representative (SDR) with strong expertise in B2B sales, lead generation, and client engagement. Experienced in selling SaaS and ERP solutions and building trusted relationships across industries like insurance and IT. Proven track record of driving business growth through strategic prospecting and collaboration with sales teams.



Work Experience

- **NoBrokerHood (Software Development)**

RM Lead Generation | B2B Sales | SaaS Products(Feb 2025 –Present)

- Led B2B lead generation efforts for VMS & ERP software
- Conducted strategic prospecting and market research to identify potential clients
- Qualified leads via cold calling, email campaigns, and social media outreach
- Scheduled product demos and meetings for senior sales personnel
- Collaborated closely with the sales team to develop and execute closing strategies

- **Universal Sompo General Insurance Company**

Relationship Manager | B2B Channel Sales (Sep 2022 – Aug 2023)

- Engaged with public sector banks for insurance product distribution
- Converted company leads and manages their allocation across branches
- Built and nurtured strong relationships with bank employees and customers
- Achieved and surpassed monthly business targets from assigned channel partners

- **Policybazaar.com**

Associate Sales Consultant (Jan 2019 – Sep 2021)

- Sold health insurance policies from top brands like Care, ABHI, HDFC Ergo, etc.
- Handled walk-in and outbound sales through leads provided by the company
- Addressed queries, explained policy features, and provided after-sales service
- Built long-term client relationships and leveraged referrals for new sales.

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Education

- **MBA**, United Institute of Management – 2019
- **B. Com (Hons.)** Integral University – 2017



Tools worked on

- LinkedIn - Sales Navigator
- LinkedIn
- Zoominfo
- Lusha
- Apollo
- Outlook
- Calling tools : 3cx, Matrix and uniview

Personal Details

- **Date of birth** 22.12.1995
- **Languages known:** English, Hindi.



Declaration

I hereby declare that all the information mentioned above is true to the best of my knowledge.

Date:

Signature: