

DEEPTHI SHETTY

Bangalore, Karnataka, India

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PROFESSIONAL SUMMARY

Pre-Sales and Sales Professional with experience in demo booking, lead qualification, customer engagement, and CRM management. Skilled in outbound calling, sales coordination, and achieving daily and monthly KPI targets in fast-paced environments.

CORE SKILLS

- Demo Booking
 - Lead Qualification
 - CRM Management
 - Outbound Calling
 - Sales Coordination
 - Customer Engagement
 - Follow-Ups & Conversions
 - MS Office
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PROFESSIONAL EXPERIENCE

Pre-Sales Executive | BrightCHAMPS | Bangalore

2024 – 2025

- Managed 100–150 outbound calls daily to engage prospective parents and students.
- Achieved 12–15 successful demo bookings daily against a target of 10 demos.
- Maintained 85%+ follow-up and demo attendance rate through consistent customer engagement.
- Qualified high-intent leads and coordinated with sales teams to support monthly revenue targets.

Senior Sales Specialist | Connectbox

2022 – 2023

- Handled 50+ active client accounts and maintained regular CRM follow-ups.
- Achieved monthly business acquisition and revenue targets through lead conversion.
- Generated new business opportunities through daily prospecting and customer engagement.
- Built strong relationships with key stakeholders to support business growth.

CRM Manager | ICFPL

2020 – 2020

- Managed customer interactions, product demonstrations, and lead engagement activities.
- Supported sales teams in achieving service and conversion targets through follow-ups.
- Maintained customer databases, sales records, and CRM reports.
- Assisted in customer acquisition and client engagement initiatives.

Office Administrator | Capitol Real Estate

2018 – 2020

- Managed office administration, customer coordination, and operational support.
- Handled customer inquiries through calls, emails, and in-person interactions.
- Scheduled meetings, maintained calendars, and managed documentation.
- Assisted with payroll processing, reporting, and office supply management.

EDUCATION

Bachelor of Commerce (B.Com) – Accounting & Finance

OM Sai College, Bangalore
2016 – 2019

- Graduated with Distinction
 - Awarded Best Talent Award
 - Active participant and captain in college sports and events
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