

Venkat Raman

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EXPERIENCE

Sales Development Representative

Jul 2021 – Dec 2021

Omnigo Software

- Executed high-volume outbound cold calling and email outreach campaigns, averaging 50 calls and 50 emails per day to generate B2B pipeline for a SaaS-based incident reporting and physical security software platform.
- Managed prospect activity and follow-up sequences in Salesforce and SalesLoft to advance leads through the sales funnel, contributing to meetings booked and opportunities created.
- Maintained accurate contact records and account notes in HubSpot CRM to support pipeline visibility and account management.
- Applied negotiation and deal closure techniques during prospect conversations to qualify and convert leads.
- Collaborated with internal teams on outbound strategy, contributing to sales process optimization and content-driven prospecting efforts.

Sales Development Representative, Freelance (Contract)

Jan 2021 – Jun 2021

SellX

- Conducted cold calls and email outreach to engage and qualify potential clients.
- Developed and refined outreach cadences through A/B testing of subject lines and messaging, improving reply rates and increasing booked calls.
- Researched prospects to identify buyer personas aligned with the ideal customer profile (ICP).

Recruiter

Tiny Planet Inc.

La Palma, CA

- Tracked candidate leads and prospects to assist clients in securing job placements.
- Supported IT team in maintaining hardware, software, and systems to ensure operational efficiency.
- Organized IT resources for the management team to improve accessibility and performance.

Salesperson

Mar 2004 – Jun 2007

River Center Jewelers

San Antonio, TX

- Managed sales floor activity while simultaneously reconciling cash receipts and resolving customer complaints.
- Monitored sales activity to ensure consistent delivery of quality customer service.
- Received recognition from floor manager on multiple occasions for customer service performance.

CERTIFICATIONS

- Rising Sales Professional, Fast Start Certification (Sep 2020)
- Inbound Sales Certified, HubSpot Academy (Sep 2020)
- SalesLoft Certified
- Salesforce Certified

SKILLS

Tools and Platforms: Salesforce, HubSpot, SalesLoft, ZoomInfo

Sales: Cold calling, Outbound prospecting, B2B sales, Lead generation, Sales pipeline management, ICP research, Outreach cadence development, Inside sales, Deal closure, Account management

Other: Sales and marketing alignment, Oral and written communication, Data analytics, Emotional intelligence, Presentation skills

PROJECTS

Norton Rose Fulbright Aviation Finance Job Simulation (Forage)

- Completed a simulation involving aviation finance and leasing for the Asset Finance team.
- Prepared a Conditions Precedent (CP) checklist, conducted legal research, reviewed first drafts of transaction documents, and advised on proposed amendments.

Walmart Area Manager Job Simulation (Forage)

- Completed a simulation based on the area manager role, focused on leading a shift in a fast-paced distribution center.
- Made operational decisions during real-world challenges including short staffing and equipment issues.
- Communicated key updates and recommendations to senior leaders in clear, professional formats.

LANGUAGES

- English: Professional
- Hindi: Professional

EDUCATION

UVARO

Tech Sales Graduate, Software Sales.

Alpha Tango Flight Services

Commercial Pilot License, Aviation. GPA: 3.00.

Delaware Valley

High School Diploma, Trade in Hotel and Hospitality.

Remote

Jan 2021

San Antonio, TX

NY