

Venkat Raman

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SUMMARY

Dynamic sales professional with a proven track record at Omnigo Software, excelling in B2B sales and lead generation. Leveraging emotional intelligence and Salesforce expertise, I consistently optimize sales processes and drive client engagement, achieving significant outreach success. Committed to integrity and transparency, I thrive in fast-paced environments, delivering exceptional results. Highly motivated employee with a desire to take on new challenges. Strong work ethic, adaptability, and outstanding interpersonal skills. Adept at working effectively unsupervised and quickly mastering new skills.

WORK EXPERIENCE

OMNIGO SOFTWARE

SDR *Jul 2021 - Dec 2021*

- Sales pipeline management
- HubSpot CRM utilization
- Strategic planning and partnerships
- Account management skills
- Content marketing strategies
- Conflict resolution analysis
- Deal closure techniques
- Sales process optimization
- Sales strategy communication skills
- Situational negotiation tactics
- Coachable mindset and persistence
- Integrity and transparency
- Company Overview: Incident reporting software. Physical security platform.
- COLD CALLS - EMAIL OUTREACH.
- B2B SOFTWARE SALES.
- SALESFORCE SALES LOFT ZOOM INFO
- Incident reporting software. Physical security platform.

SELLX

SDR Freelance (Contract) *Jan 2021 - Jun 2021*

- Conducted cold calls and email outreach to engage potential clients.
- Developed and refined outreach cadence based on A/B testing results.
- Performed research to identify buyer personas aligned with the ideal customer profile (ICP).

RIVER CENTER JEWELERS

Salesperson *SAN ANTONIO, TX*

Mar 2004 - Jun 2007

- Engaged in sales inventory while simultaneously taking and reconciling cash receipts, and answering any customer complaints that would arise.

- Monitor sales activities to ensure that customer service, satisfactory service, and quality goods are provided.
 - Praised by the floor manager on multiple occasions for providing excellent customer
- TINY PLANET INC.

LA PALMA, CA
- Recruiter

- Supported IT team in maintaining hardware, software, and systems to ensure operational efficiency.
- Organized IT resources for themanagement team to enhance accessibility and performance.
- Tracked personal leads and potentials to assist clients in securing job placements.

EDUCATION

Delaware valley, NY
High School Diploma, Trade in Hotel & Hospitality

Alpha Tango Flight Services | San Antonio, TX
Commercial Pilot License, Aviation, 300 GPA

UVARO | Remote
Tech Sales Graduate, Software Sales

CERTIFICATIONS

Rising Sales Professional | Fast Start Certification

Sep 2020

Inbound Sales Certified

Sep 2020

HubSpot Academy

SalesLoft

Salesforce

SKILLS

- | | | |
|--------------------------------------|--------------------------------------|----------------------------|
| • Business development and B2B sales | • HubSpot and Salesforce proficiency | • Emotional intelligence |
| • Digital marketing strategies | • Lead generation and cold calling | • Inside sales techniques |
| • Sales and marketing alignment | • Cloud computing knowledge | • Data analytics |
| • Oral and written communication | • Presentation skills | • Sales training expertise |

LANGUAGES

- English: Professional
- Hindi: Professional

PROJECTS

- Norton Rose Fulbright Aviation Finance Job Simulation on Forage: Completed a job simulation involving Aviation Finance and Leasing for Norton Rose Fulbright's Asset Finance team. Prepared a Conditions Precedent (CP) checklist. Carried out legal research, reviewed first drafts of transaction documents, and advised the client on proposed amendments.
- Walmart Area Manager Job Simulation on Forage: Completed a job simulation based on the area manager role at Walmart, focused on leading a shift in a fast-paced distribution center. Made decisions to keep freight moving during real-world challenges like short staffing and equipment issues. Practiced leading a team by setting shift priorities, responding to problems, and supporting associate safety and morale. Communicated key updates and recommendations to senior leaders in clear, professional formats.