

Megha Sharma (Sr. Business Development)

Eldico Mystic Greens, Greater Noida

☎ +91-9027751401 | ✉ meghasharma50822@gmail.com

[LinkedIn: linkedin.com/in/megha-sharma-01b1491b5](https://www.linkedin.com/in/megha-sharma-01b1491b5)

CAREER OBJECTIVE:

To work in a challenging environment in an organization that provides an excellent work culture and paves the way for the early assumption of responsibilities. I also want to be an asset to the company I work for.

Professional Profile

Results-driven **Business Development & Lead Generation Manager** with **4.9 years** of experience in Inside Sales, Staff Augmentation, and Account Management.

Proven ability to generate qualified leads, build robust sales pipelines, and lead high-performing sales teams. Skilled in leveraging modern tools and platforms like Email, LinkedIn, and Freelance portals for business outreach.

Passionate about driving business growth through innovative strategies and targeted marketing campaigns.



Technical Skills

- **Operating Systems:**

Windows XP, 7, 8, 10, 11 | macOS/iOS

- **Tools & Applications:**

- LinkedIn Sales Navigator
- Email Marketing: SmartReach, Mailmerge, GMass.
- Automation & Outreach: LinkedHelper, Octopus, HubSpot
- Freelance Platforms: Upwork
- Data Mining & Email Finder Tools: Seamless.ai, SalesQL, Snov.io, Phantombuster, Hunter.io, FindThatMail, LinkedHelper

Key Skills

- **Lead Generation** – Email, LinkedIn, WhatsApp, Social Media
- **Sales & Business Development Strategy**
- **CRM & Tools** – HubSpot, LinkedIn Sales Navigator, Upwork, SmartReach, Mailmerge, GMass.
- **Data Mining & Prospecting Tools** – Seamless.ai, SalesQL, Phantombuster, Hunter.io, Octopus
- **Social Media Marketing & Outreach**
- **Team Leadership & Performance Optimization**
- **Excellent Communication & Analytical Skills**

Professional Experience & Achievements

- **Sr. Business Development**

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- Driving global lead generation and client acquisition strategies.
- Leading a team of sales professionals to exceed business goals.

Work Responsibilities

- Experience in Software Sales.
- Expertise in Team Handling.
- Build and Manage relationships with a target list of direct clients and partners at all levels – **“C” level, as well as operational/managerial levels.**
- Leading the sales team to ensure successful lead generation for SMB prospects and global clients.
- Mentoring team members, identifying areas of improvement, and optimizing processes for better performance.
- Designing and executing marketing & sales campaigns to generate qualified opportunities.
- Generating leads via LinkedIn Sales Navigator, Email Marketing, WhatsApp, Facebook, Upwork, Freelancer, and Guru.
- Data mining using tools like Seamless.ai, Hunter.io, Phantombuster, LinkedHelper, Google Syntax, etc.
- Managing social media postings across platforms: LinkedIn, Facebook, WhatsApp groups, Twitter, Pinterest, and more.

Educational Qualification

- **MBA** – GLA University, Mathura, 2020
- **B.com** – Dr. B.R.A University, Agra, 2018
- **Senior Secondary (CBSE)** – Passed in 2015
- **High School (CBSE)** – Passed in 2013



Personal Details

- **Gender:** Female
- **Date of Birth:** 03 Sep 1997
- **Nationality:** Indian
- **Marital Status:** Married
- **Father's Name:** Mr. Manoj Kumar Sharma
- **Mother's Name:** Mrs. Manju Sharma
- **Languages Known:** English, Hindi
- **Hobbies:** Listening to music, Net surfing, Writing Poems