

Nallamothu Harish

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PROFILE

Experienced Business Development Executive with a strong background in B2B sales, lead generation, and client relationship management. Currently working at Hettich India Pvt. Ltd., where I specialize in understanding client requirements, translating technical information into business value, and delivering customized solutions that drive revenue growth. Proficient in sales strategy development, pricing, proposal creation, and collaborating with internal teams to enhance business performance. Previously I served as a Lead Generation Executive intern at Foundit.ai (Monster.com), where I honed my skills in market research, cold calling, email marketing, and CRM tools like Salesforce. Successfully built and nurtured a quality sales pipeline using platforms such as LinkedIn Sales Navigator, Lusha, and EasyLeads. Adept at identifying high-potential leads, executing personalized outreach strategies, and continuously refining the lead management process based on performance metrics.

WORK EXPERIENCE

Hettich India Pvt.Ltd. May 2024 - Present.

Business Development Executive

- Ability to translate technical jargon into clear and concise business value.
- Understand client requirements, provide tailored solutions, and create accurate quotations based on their needs. Work closely with different internal teams (sales, marketing, product, etc.) to ensure the delivery of the best solutions and help improve overall business growth.
- Identify opportunities to expand business relationships with clients, contribute to sales strategies, and support efforts to increase revenue.

Sales Strategy, Lead Generation(Linkedin, Easy Leads, Lusha, Sales Navigator),Cold Calling

Email strategy, Account Management, B2B, Client Acquisition, Pricing & Proposal Development

Foundit.ai(Monster.com) (Intern) - Dec 2024 - May 2024.

Lead Generation Executive

- As a dedicated Lead Generation Executive professional, I specialize in identifying, analyzing, and managing potential customers to build a robust sales pipeline and drive revenue growth. Utilizing inbound and outbound marketing strategies to attract and identify high-quality leads. Building relationships through personalized communication, targeted content, and effective follow-up strategies. Leveraging CRM system Salesforce to track and manage leads seamlessly. Analyzing key metrics to measure the effectiveness of lead management processes and continuously refine strategies.

Cold Calling, Email Marketing, Market Research (LinkedIn, Google, Sales Navigator, Easy leads, Lusha), Lead generation, CRM Tools

EDUCATION

PGDM - Business Analyst, Marketing

2024 - ICBM-School Of Business Excellence Hyderabad

B. Tech - Food Technology

2022 - Professor Jayashankar Telangana State Agricultural University Hyderabad, TG

Intermediate – MPC

2018- Narayana Jr college – Hyderabad, TG

SSC - Greenwood High School Khammam, TG

CERTIFICATIONS

Data Analytics by coursera

SEO with Squarespace

Digital Marketing by IBM

PROJECTS

PGDM project on Blinkit E-commerce Pvt.ltd (Zomato Company)

SKILLS

Data Analytical Tools:- Advanced Excel, Power BI.

Lead Generation & Client Acquisition

Sales & Negotiation

Client Relationship Management

Business Proposal & Contract Drafting

Market Research & Consumer Trend Analysis

ADDITIONAL

Technical Skills: Advanced in Excel, Power BI,

Languages: English, Telugu.

ACCOMPLISHMENTS

Intercollege champion (Cricket, Basketball, Badminton) - 2022

Programmer Head at college 2019-2022

NSS volunteer at university level 2018-2022

