

SOUREES KUMAR DAS

Sales representative

CONTACT

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India, Assam

CERTIFICATION

- Jordan Belfort's Straight Line Sales Certification
- Cardone University Sales Training Program
- Andy Elliott Sales Training Program

SKILLS

- Outbound Prospecting
- Lead Generation
- Cold Calling
- Cold Email Outreach
- Appointment Setting
- Objection Handling
- Consistent Follow-Ups
- Customer Service
- CRM Usage and Pipeline Tracking
- Client Relationship Management
- Fluent English with U.S. Accent
- U.S. Working Hours Availability

LANGUAGE

English (Fluent, U.S. Accent)

SUMMARY

Sales Professional with experience in high-volume cold calling and client acquisition for digital marketing services. Skilled in communicating with business owners and maintaining client relationships. Highly coachable and receptive to feedback in fast-paced sales environments. Seeking a long-term opportunity within a structured sales team where I can contribute value and grow into a top-performing sales professional.

EXPERIENCE

GMCO Marketing Agency | February 2021 – November 2022

- Researched and identified small business prospects across various industries in the U.S.
- Generated my own leads through online research, industry directories, and publicly available business databases.
- Made cold calls and sent cold emails daily to initiate conversations, qualify prospects, and book meetings with business owners.
- Worked through gatekeepers to connect directly with business owners and decision-makers.
- Scheduled meetings with qualified prospects and presented organic social media growth solutions aligned with their business goals.
- Converted prospects into clients and managed ongoing client relationships.

EDUCATION

Bachelor's in Business Administration

Amity Online University, Noida

Currently Pursuing | 4th Semester

High School Diploma

SSA | 2024