

PRAKHAR JAIN

REVENUE OPERATIONS ANALYST

CONTACT

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SKILLS

Sales Operations
Hubspot
CRM Automation
Excel and Google Sheets
Process Optimisation
Sales Enablement
Revenue Analysis
Sales Analytics
Lead Generation
Go-to-Market Strategy

EDUCATION

B.Tech in CSE

Manipal university Jaipur

2017-2021
CGPA - 8.13

XII

Delhi Public School, Jodhpur

2016-2017
Percentage - 90.4%

LANGUAGES

English
Hindi

PASSION

Wildlife Photography
Environmental and Wildlife Conservation
Veganism

PROFILE SUMMARY

Dynamic and results-driven Revenue Operations Analyst with a proven track record in optimizing revenue processes, enhancing data accuracy, and driving strategic decision-making. Adept at leveraging CRM systems, implementing automation, and collaborating across departments to achieve organizational goals. Seeking to contribute expertise in data analysis, process optimization, and cross-functional collaboration to a forward-thinking organization.

WORK EXPERIENCE

Cutshort

Revenue Operations Analyst

April 2022- Present

- Sales Operations:** Solely managed end-to-end Sales Operations, addressing daily challenges and enhancing operational efficiency.
- Sales Process Development and Optimization:** Developed comprehensive sales processes from inception, optimizing workflows for increased productivity.
- CRM Management:** Oversaw and managed HubSpot CRM entirely, serving as the point of contact for all CRM-related modifications.
- Analytics and Reporting:** Independently managed sales analytics, forecasting, and reporting, providing valuable insights.
- Data Accuracy and Integrity:** Ensured the accuracy and integrity of data within the CRM system, maintaining high standards of data quality.
- Go-to-Market Strategy:** Spearheaded the Go-to-Market motion by identifying new sources and generating leads through successful email campaigns.
- Interdepartmental Communication:** Facilitated effective communication between the sales team and other departments, ensuring alignment with organizational objectives.
- Sales Tools Implementation:** Managed the implementation and onboarding of new sales tools.

Sales Evangelist (Account Executive)

Jan 2022- April 2022

- Worked on small customer value accounts, and closed 25 accounts within a span of 4 months.
- Gained in-depth knowledge of sales processes and CRM management through collaboration with the Sales Lead and senior sales representatives.

Sales Evangelist (SDR Inbound)

Jan 2022- April 2022

- Rapidly progressed from the Inbound SDR role to the role of Account Executive.
- Conducted insightful discovery calls with Founders, Engineering managers and HR leaders, capturing crucial information for the closing team's success.
- Qualified and nurtured relationships with over 350 companies during the inbound sales process.

Graphy

Business Development Consultant

August 2020- April 2021

- Identified influencers and educators suitable for the platform, arranging targeted meetings.
- Achieved the highest meeting conversion rate in the pod.
- Rapidly transitioned from intern to fixed-term employee in 1.5 months, ahead of the standard 2-month period.
- Managed 50+ international and domestic client accounts.
- Oversaw operational activities, including process definition and TAT calculation for the pod.