

# Utsav Nagda

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## SUMMARY

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Results-driven SDR specializing in B2B international sales for SaaS platforms. With a proven track record in AI-driven SaaS solutions and workflow automation, I have consistently delivered exceptional results. Leveraging superior communication skills, I excel at articulating tailored solutions and fostering long-term client partnerships. Adept at designing and executing strategic sales plans that have exceeded targets by 20%, I am skilled in accurate forecasting and managing complex sales cycles to surpass revenue objectives. Proficient in utilizing cutting-edge tools such as HubSpot CRM, ZoomInfo, and Clay, I deliver personalized outreach that drives engagement and growth. My experience includes exceeding annual sales targets by 25% through effective pipeline management and personalized client engagement, ensuring alignment with industry standards and job-specific requirements.

## EXPERIENCE

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### Radarradar (Tradesparent Ltd) | Founding SDR

Apr 2025 - Present

- Achievements:
  - End-to-end automation: Clay→Apollo→HubSpot workflow drafts personalised first emails in <7 min (-65 % reduced prep time, +7 % reply rate).
  - Pipeline engine: 20–25 SQLs added and 6–8 APAC discovery calls booked every month.
  - Database revival: Purged non-MQL records; launched weekly newsletter (-40 % bad data removed).
  - Market mapping: Built & segmented master list of global agribusiness targets by account type / commodity.
- Responsibilities:
  - APAC prospecting: Cold calls, email, LinkedIn touches; book discovery meetings.
  - Multi-threaded outreach: Gather user intel, then tailor messages for VPs/C-suite.
  - Messaging: Create talk tracks, email/LI sequences, mini case studies tied to RadarRadar pain points.
  - Cross-team syncs: Weekly check-ins with Marketing; continuous feedback loop with AEs.
  - Pipeline hygiene: Keep deals and activities current in HubSpot for real-time visibility.

### Valcat | GTM engineer

Nov 2024 - Apr 2025

- Achievements:
  - Automated Lead Vetting System: Built N8N workflow that flags new prospects, deduplicates against 8K+ records, auto-scores relevance, and returns AI rationale—eliminating manual triage with <60s processing time.
  - Hyper-Local Outreach Automation: Developed Clay recipe targeting corporate offices near sports complexes, enriching contacts with HR emails and triggering personalized sequences—achieved 35% meeting-booking rate.
  - CRM Migration & Optimization: Migrated 40K contacts through Clay cleaning/enrichment pipeline with daily intent scoring; auto-prioritized top 15% prospects, increasing opportunity

creation 22% in Q1.

- Proposal Generation Workflow: Launched N8N system pulling scope/pricing from excel, auto-generating branded Google Slides decks, and delivering PDFs—reduced turnaround from 2 hours to 20 minutes.
- Multi-Channel Outbound Implementation: Deployed Maildoso, Outreach2Day, Instantly, and HeyReach for clients, enabling integrated cadences generating 30+ monthly meetings on average.
- Responsibilities:
  - Workflow Architecture: Design and maintain end-to-end GTM automation in Clay and N8N, covering lead sourcing, enrichment, account scoring, sequencing, and reporting.
  - Data Quality Management: Implement cleansing, deduplication, and auto-qualification processes ensuring clean data flow to outbound systems.
  - Intent Signal Monitoring: Track hiring, funding, and technographic triggers to prioritize high-intent accounts with actionable SDR guidance.
  - Systems Integration: Maintain bi-directional sync across Clay, N8N, HubSpot, Instantly, and Slack to trigger automated alerts for high-speed response.
  - Team Enablement: Train client teams on workflows, conduct A/B testing on messaging, and optimize automations to increase meeting volume.

## **Uber | Founding SDR**

**Mar 2023 - Nov 2024**

- Achievements:
  - Contributed to the successful development of the business development function, resulting in 10+ meetings per month.
  - Led the implementation of a sales tech stack that improved lead generation efficiency by 20%.
  - Developed Ideal Customer Profiles (ICPs) that improved conversion rates by 15% within the first 6 months of implementation.
  - Ran cold-calling campaigns that generated 25+ qualified leads per week, leading to 10+ meetings and 3+ deals closed per quarter.
- Responsibilities:
  - Spearheaded cold-calling initiatives, including script development and system establishment.
  - Developed marketing content, scripts, and presentations for outreach campaigns.
  - Collaborated with presale and customer success teams to ensure effective solutions were demonstrated and proposals prepared.
  - Supported operations across US, APAC, and EMEA regions.

## **Amazon | Sales Associate - Kindle Direct Publishing**

**Jan 2022 - Feb 2023**

- Achievements:
  - Onboarded 700+ new publishers, expanding the user base by 15%.
  - Implemented process improvements that saved 35,000+ INR and reduced response time by 20%.
  - Received positive customer feedback with a 90% satisfaction rate.
- Responsibilities:
  - Executed cold calls to introduce KDP features and onboard publishers.
  - Provided efficient support, resolving issues and escalating when necessary.
  - Maintained accurate customer interaction records and reported valuable feedback trends to management.
  - Mentored 5 new hires, ensuring smooth procedure understanding.

## **RV Global Solutions | Account Executive - Sales**

**May 2021 - Nov 2021**

- Achievements:
  - Converted 30% of inbound and outbound leads into qualified clients, contributing to a 10% revenue growth.
  - Cross-sold services to 15 key accounts, increasing account revenue by 18%.
  - Achieved a 95% client retention rate by effectively solving business problems with tailored services.
- Responsibilities:
  - Managed B2B sales, including cold-calling and qualifying leads.
  - Handled client account management and cross-selling opportunities.
  - Provided ongoing support to solve client business problems and improve service offerings.

## **KEY SKILLS**

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- Outbound Prospecting
- Sales Tech Stack Optimization
- Pipeline Generation
- Proposal Preparation
- CRM Implementation
- Metrics-driven
- Cold-Calling
- Lead Qualification
- Account Based Outreach
- Customer Success
- Process Improvement
- Team Mentoring
- Business Strategy

## **EDUCATION**

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**Osmania University** | Hyderabad, India

Oct 2020 - May 2023

B.Sc - Bachelors in computer science

**Specialized in Statistics and Mathematics**