



Shreeharsh Kankubji

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● ABOUT ME

SALES EXPERT WITH A PASSION FOR SUSTAINABILITY

● WORK EXPERIENCE

GTM OPERATIONS & TOOLS ENABLEMENT – SPRINTO – 04/04/2024 – Current – BENGALURU, INDIA

- Designed and owned end-to-end GTM automation systems using Clay, Make.com, Zapier, and n8n, streamlining prospecting, enrichment, and CRM operations.
- Built advanced multi-step workflows integrating Apify, DataMiner, Instant Data Scraper, LinkedIn Sales Nav, Apollo, Clearbit, and APIs to automate ICP-qualified account discovery and data enrichment.
- Leveraged AI-powered qualification and personalization logic to dynamically evaluate ICP fit and generate contextualized outbound messaging.
- Architected a multi-provider email waterfall system with validation and conditional logic, improving contact discovery accuracy and workflow efficiency.
- Developed structured data pipelines to clean, deduplicate, and sync enriched records into HubSpot and Apollo, ensuring high-quality CRM data governance.
- Managed outbound infrastructure for SDRs and AEs, including domain setup, DNS configuration, authentication (SPF, DKIM, DMARC), and warm-up strategies.
- Implemented lifecycle automation, lead routing, suppression logic, and reporting frameworks within HubSpot to improve qualification accuracy and pipeline visibility.
- Partnered with GTM leadership to optimize outbound systems, automation architecture, and revenue operations scalability.

BUSINESS DEVELOPMENT REP – VIRTUOSO QA (SPOTQA INDIA PVT LTD) – 25/07/2022 – 02/10/2023 – HYDERABAD, INDIA

- Generated new business pipeline primarily through prospecting outbound opportunities.
- Utilized various tools and platforms, including LinkedIn SalesNavigator, Zoominfo, Cognism, Lusha, Mr. E, Apollo.io, Seamless.ai, Salesloft, Hubspot, and Google Suite to support and enhance the lead generation process.
- Established connections and engaged with Chief Executives, Vice Presidents, and Directors of companies worldwide to showcase the value and benefits of the platform.
- Developed a deep understanding of customer's needs, pain points, and business objectives, tailoring sales approaches to address their specific requirements.
- Identified the appropriate B2B point of contact within target companies' decision-making processes, enabling efficient and targeted outreach efforts.
- Conducted thorough account-based research to gain insights into prospect's needs, pain points, and business objectives, facilitating personalized and effective communication.

SALES DEVELOPMENT REPRESENTATIVE – GNANI INNOVATIONS PRIVATE LIMITED – 02/05/2022 – 18/07/2022 – BENGALURU, INDIA

- Established connections and engaged with Chief Executives, Vice Presidents, and Directors of companies worldwide to showcase the value and benefits of the platform.
- Proactively sourced new sales opportunities by following up on inbound leads and initiating outbound cold calls, effectively expanding the sales pipeline.
- Developed a deep understanding of customers' needs, pain points, and business objectives, tailoring sales approaches to address their specific requirements.

- Sales Fundamentals | SaaS Fundamentals
- Using a CRM | Lead Qualification
- Using tools like Crunchbase | Lusha
- Inbound Sales | Outbound Sales – Qualified Accounts & Contacts
- Making Sales Calls
- Social Selling – Using LinkedIn Navigator

ASSISTANT SALES MANAGER – PROPERTY PISTOL PVT. LTD. – 04/01/2021 – 04/01/2022 – MUMBAI, INDIA

- Conducted discussions and followed up on opportunities with prospective buyers, addressing their questions, concerns, and requirements to facilitate the sales process.
- Coordinated and facilitated site visits for prospective buyers, offering detailed information about the properties, addressing inquiries, and guiding them toward making purchase decisions.
- Fostered and nurtured cordial relationships with prospective builders, buyers, and other customers, fostering trust, loyalty, and repeat business opportunities.

EDUCATION AND TRAINING

01/07/2019 – 30/05/2021 Navi Mumbai, India

MASTER OF MANAGEMENT STUDIES Indira Institute of Business Management Navi Mumbai

Address Plot No. 2, Sector 9, Sanpada, 400705, Navi Mumbai, India | **Website** <https://indiraiibm.edu.in/>

01/06/2016 – 25/04/2019 Kopergaon, India

BACHELORS OF BUSINESS ADMINISTRATION Shri Sadguru Gangagir Maharaj Science, Gautam Arts and Sanjeevani Commerce College, Kopergaon

Address Manmad Highway Near Yeola Naka, Taluka Kopergaon, District Ahmednagar, 423601, Kopergaon, India |

Website <https://www.ssgmcollege.org/>

LANGUAGE SKILLS

Mother tongue(s): **HINDI** | **MARATHI**

Other language(s):

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken production	Spoken interaction	
ENGLISH	C1	C1	C1	C1	C1

Levels: A1 and A2: Basic user; B1 and B2: Independent user; C1 and C2: Proficient user

SKILLS

LinkedIn Sales Navigator | ZoomInfo | Virtual communication platforms (Google Meet, Zoom, Jitsy) | CRM-Systems (Pipedrive, Outreach, SalesLoft, HubSpot, Intersellar.io) | Clay.com | Apollo.io | LinkedIn Sales Navigator

PUBLICATIONS

2023

[Plastic Waste, Poverty, and Social Injustice: Analysing the Disproportionate Burden of Plastic Pollution on Marginalised Communities.](#)

The study investigates the sources and pathways of plastic waste, explores the socio-economic and environmental impacts on marginalized communities, and analyzes the underlying factors contributing to this social injustice

● **CONFERENCES AND SEMINARS**

18/09/2023 – 20/09/2023 Virtual

International Conference on Sustainable Development 2023

- Learned about the latest research and best practices in sustainable development.
- Networked with experts and professionals from around the world.
- Gained a deeper understanding of the challenges and opportunities facing our planet

● **HOBBIES AND INTERESTS**

Cooking

- Passionate home cook with a focus on Indian cuisine. Proficient in creating unique and healthy recipes

Community Volunteering

- Collaborating with local vendors to encourage the adoption of sustainable packaging alternatives and educate customers about the benefits of choosing plastic free options.

● **VOLUNTEERING**

14/09/2020 – CURRENT Mumbai, India

VOLUNTEER AT BUY FOOD WITH PLASTIC, INDIA

- Contributed to the organization's mission by participating in various initiatives and events aimed at raising awareness about plastic pollution and its impact on food security.
- Played a key role in collecting and managing plastic waste donations, ensuring proper sorting and disposal methods in line with environmental guidelines.
- Actively engaged with stakeholders, including volunteers, local businesses, and government authorities, to foster partnerships and support the organization's goals.

01/07/2019 – 15/05/2021 Mumbai, India

STUDENT VOLUNTEER AT ROTARACT CLUB, A COMMUNITY SERVICE ORGANIZATION AFFILIATED WITH ROTARY INTERNATIONAL.

- Assisted in organizing and managing events aimed at addressing local community needs, such as health camps, environmental clean-ups, and educational workshops.
- Engaged in regular community service activities, including volunteering at local shelters, orphanages, and elderly care centers.
- Developed leadership and teamwork skills by working closely with club members and actively participating in decision-making processes.

04/03/2020 – 05/03/2020 Mumbai, India

STUDENT VOLUNTEER AT INSTITUTE OF DIRECTORS

- Volunteered for the 14th International Conference on Corporate Social Responsibility organized by the Institute of Directors.
- Supported attendee registration and provided assistance to participants throughout the conference.
- Played an integral role in ensuring a successful and engaging experience for speakers, delegates, and guests.

● **MANAGEMENT & LEADERSHIP SKILLS**

Hospitality Head and Member at Indira Institute of Business Management, Mumbai

- Hospitality Head at Indira Institute of Business Management, Mumbai
- Responsible for overseeing all aspects of hospitality services, including food and beverage management, event planning, and guest satisfaction.
- Successfully managed a team of staff members, ensuring smooth operations and excellent customer service.

● **COMMUNICATION AND INTERPERSONAL SKILLS**

GOOD AT CONVINCING PEOPLE

Gained through my experience in various sales roles