

Sourabh Pande

About Me

Experienced sales leader with over 6 years driving growth in Key Account Management, Business Development, SaaS, and corporate sales environments. Skilled in cultivating strong partnerships with senior executives and decision-makers, consistently surpassing sales goals and enhancing client satisfaction.

Education

International School of Business & Management, Pune <i>PGDM</i>	<i>2017 - 2019</i>
Symbiosis Centre for Management Studies, Pune <i>BBA</i>	<i>2014 - 2017</i>
Delhi Public School, Bhopal <i>Commerce, CBSE</i>	<i>2014</i>

Experience

Account Executive <i>Simplr Solutions</i>	<i>Remote</i> <i>June 2025 - Present</i>
- Managed and grew a portfolio of key client accounts, ensuring satisfaction and retention through regular communication and performance reviews. - Prepared and delivered persuasive presentations, proposals, and reports tailored to client needs. - Achieved and exceeded quarterly sales targets by maintaining a strategic pipeline of prospects. - Oversaw client financial portfolios, ensuring accurate account reconciliation and timely resolution of discrepancies. - Negotiated contracts and managed account budgets to maximize profitability.	
Founding Senior BDR <i>SuperAGI</i>	<i>Remote</i> <i>Oct 2024 - June 2025</i>
- Defined ICP, built prospecting framework, and launched GTM motion from scratch. - Established partnerships with key stakeholders, contributing to an increase in brand visibility and customer acquisition. - Onboarded initial sales hires and created scalable sales playbooks. - Identified and qualified high-potential leads through market research and data analysis. - Drove \$7M+ in pipeline generation through strategic outreach and business development - Launched account-based marketing (ABM) tests targeting high-LTV logos with tailored messaging. - Delivered 110%+ of sales targets regularly, leading SDR performance metrics.	
Sales Development Representative <i>RecruiterFlow</i>	<i>Remote</i> <i>Jan 2023 - Oct 2024</i>
- Proven track record of successfully generating high-quality leads through targeted prospecting, cold calling, and email outreach - Collaborated with the sales team to develop and implement effective sales strategies - Hands on experience with tools like LinkedIn Sales Navigator, Lusha, Salesrobot, Apollo.io etc	
Sales Development Representative <i>LeadSquared</i>	<i>Bangalore, KA</i> <i>Nov 2021 - Jan 2023</i>
- Prepared reports, penetrated key markets, and scheduled appointments with decision-makers - Initiated cold calls and email campaigns to generate new business opportunities - Managed and updated the CRM system to ensure accurate customer information - Conducted market research to identify potential leads	

Deputy Manager
IDFC First Bank

Indore, MP
May 2019- Nov 2021

Projects

- To understand customer preferences and increase in sales with the shift towards Britannia Products at Britannia Ltd
- Building in strategies for sales and promotion of new business plan at ISB&M
- Assignment on “Rs. 450 Venture” during graduation at SCMS, Pune
- Role of Artificial Intelligence in Claim handling in Insurance industry.