

Pratap Reddy Majjiga

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Location: Hyderabad, India

Professional Summary

Result-oriented Sales Professional with over 3 years of experience in Inside Sales and Business Development. Proven track record of lead generation, customer engagement, and revenue contribution in fast-paced environments. Skilled in outbound calling (50+ calls/day), team management, CRM handling (Zoho), and sales strategy execution. Known for adaptability, strong communication, and a customer-first approach.

Skills

- Outbound Sales & Lead Generation
- CRM Tools: Zoho CRM, LinkedIn Sales Navigator, Apollo
- Client Relationship Management
- MS Office: Excel, Word, PowerPoint
- Team Management & Training

Professional Experience

Assistant Sales Manager – Silicon Media Technologies (Jan 2021 – 18 Aug 2024)

- Made 50+ outbound calls per day to educate customers and generate qualified leads.
- Achieved 2% overall revenue growth for the company over 3 years.
- Managed and trained a team of 5–6 sales executives, ensuring consistent performance.
- Built strong relationships with B2B clients, advertising agencies, and partners.
- Used Zoho CRM, LinkedIn Sales Navigator, and Apollo to track leads and close deals.
- Conducted regular team reviews, strategized outreach, and supported marketing efforts.

Career Break & Freelance Experience (Aug 2024 – Aug 2025)

- Took a one-year career break to take care of my single parent due to health issues, relocating back to my hometown.
- Worked as a freelance sales support professional in a local real estate office, assisting with client visits, property promotion, and documentation support.

Education

- Bachelor's Degree – Roa's Degree College, Nellore – 2017 – 76%
- Intermediate – Narayana Junior College, Nellore – 2014 – 68%
- S.S.C – Sri Sai Vidyaniketan EM School, Nellore – 2012 – 65%

Core Strengths

- Highly adaptable and proactive
- Strong work ethic and honesty towards tasks
- Can-do attitude and quick learner
- Able to work independently and in teams
- Open to flexible work timings

Languages Known

- English
- Telugu
- Tamil

Hobbies

- Listening to music
- Playing badminton
- Reading books