MOHAN PACHKHANDE

SDR | Outbound & Inbound | Prospecting | B2B Pipeline Generation

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PROFESSIONAL SUMMARY

Consultative outbound/inound sales professional with 8 months of high-volume prospecting (80–90 dials/day) and 3 years of B2B partnership building with clinics and hospitals. I qualify prospects with BANT and SPIN, guide them through multi-step decisions, and manage pipeline in Salesforce. Generated ₹6L+ in revenue, including ₹2.33L in a single month. Trilingual (English, Hindi, Marathi), HubSpot and Sales Navigator certified, targeting B2B SaaS SDR roles

Core Competencies:

- Prospecting & Outreach: cold calling, email, WhatsApp and LinkedIn follow-up, lead qualification, discovery calls, meeting scheduling
- **Sales Methods:** BANT, SPIN selling, consultative discovery, objection handling, referral generation
- **Tools:** Salesforce, Zoho CRM, LinkedIn Sales Navigator, HubSpot, Apollo.io, Hunter.io
- **Productivity & AI:** Google Workspace, Slack, Notion, ChatGPT, Claude

PROFESSIONAL EXPERIENCE

Global Career Consultant (Inside Sales) | Y-Axis Overseas Careers, Hyderabad | Oct 2025 – Jun 2026

- Generated ₹6L+ in revenue over 8 months (₹2.33L in a single month) through consultative selling across phone, email and in-person channels
- Made 80–90 outbound dials and ~2.5 hours of talk time daily, converting qualified prospects into 2 discovery consultations per day
- Sent 50 emails daily as part of multi-touch follow-up (phone, WhatsApp, email, LinkedIn) to improve show-up rates
- Consulted walk-in and in-person prospects face to face, handling pricing, eligibility and timing objections through to a decision

- Qualified leads using BANT and SPIN-style discovery; tracked every opportunity and follow-up in Salesforce
- Built a referral pipeline through post-sale relationship management

Business Development& Partnerships, Clinical Laboratory (Self-Employed) | Oct 2022 – Sep 2025

- Built B2B referral partnerships with 12+ clinics, diagnostic labs and hospitals through cold outreach and in-person pitching to doctors and lab managers
- Positioned specialised diagnostics (hs-CRP, C-peptide, cardiac markers, Parkinson's panels, blood culture, histopathology) to non-technical decision-makers
- Grew a base of 120+ loyal repeat customers and served 300+ patients through partner referrals
- Owned the full cycle: prospecting, pitching, partner onboarding, service delivery and ongoing relationship management

CERTIFICATIONS

- LinkedIn Sales Navigator Certification
- HubSpot Sales Software Certification
- LinkedIn Learning: B2B Sales Foundations; Business Development: Strategic Planning
- Google Digital Garage: Fundamentals of Digital Marketing

EDUCATION

Bachelor of Social Work (BSW) | Sant Gadge Baba Amravati University (SGBAU), Maharashtra | 2021

COMMUNITY

Raised ₹1.5L for flood relief and led multilingual outreach campaigns (tobacco-free schools, NACO AIDS awareness reaching 100+ people).

LANGUAGES

English | Hindi | Marathi