

# Dhrumil Shah

9825204990 | dhrumilshah5599@gmail.com | [LinkedIn](#) | [findingdshah.xyz](#)

## Summary

B2B sales professional who runs the front-end sales cycle and builds the tooling around it. I sell engineering and product talent to founders and CTOs across North America, the UK, Europe, and Australia, mostly through research-led outbound and discovery calls. Not a developer, but I build the systems my team runs on by directing AI. 3.5+ years across HR tech, telecom, and food-tech, on top of an economics degree and a Canadian PGDM in marketing.

## Professional Experience

### Sales and Marketing Executive, Uplers

11/2025 - Present | Gujarat, India

- Handle inbound and outbound sales across multiple lead channels (SEO, GEO, Paid, Stealth AI, NRI, VC/Angel referrals) for tech companies across North America, UK, Western Europe, and Australia, qualifying 30-35 leads per month.
- Run 50+ discovery calls per month with founders, CTOs, and hiring managers, converting at a 50% SQL to HR rate across a structured 2-3 call arc covering qualification, decision-maker alignment, and commercial close.
- Built the team's AI sales-ops stack: Claude and n8n for lead enrichment and post-call scorecards, persona-bucketed LinkedIn outreach, Boolean search across a 3.5M+ talent pool, and a 27-column outreach tracker.
- Navigate commercial complexity independently: hold 10-15% success fee structures under pushback, identify real decision-makers behind form-fillers, and coordinate MSA and engagement terms across 10+ countries including the US, UK, Germany, Australia, Luxembourg, Cyprus, and Uzbekistan.
- Designed and own a custom pipeline dashboard in Google Sheets and Apps Script tracking leads across 7 source channels with real-time SQL to HR to Client conversion visibility.

### Sales Supervisor, Chatr Mobile / Rogers Communications

09/2022 - 08/2025 | Toronto, Canada

- Joined as Sales Representative while completing PGDM at Humber (worked 40 hrs/week under Canada's part-time student policy); progressed to Sales Supervisor managing 3 retail locations and a team of 5 reps across the Greater Toronto Area.
- Owned daily revenue performance, training, shift operations, and KPI tracking. Consistently exceeded targets through consultative selling to a multicultural customer base across Chatr and Rogers brands.
- Transitioned into outbound B2B SMB sales, prospecting small businesses across the GTA for Chatr/Rogers connectivity packages (multi-line plans, Wi-Fi, device bundles), owning the full cycle from cold outreach to signed agreement.

### City Growth Manager, Zomato

11/2021 - 08/2022 | Gujarat, India

- Conducted market research on tier 3/4 town expansion opportunities, onboarding 30+ new restaurant partners per quarter through outbound lead generation and discovery calls.
- Negotiated partnership contracts and delivered product demos, communicating value proposition to secure favorable terms.
- Drove order growth from 600 to 9,000 per month in Mahuva within three months through partner onboarding and on-ground outreach, 1,400% growth in a single quarter.

## Education

### PGDM, Marketing Management • Humber College • GPA 3.5/4

09/2022 - 09/2023 | Toronto, Canada

### B.A. (Hons.), Economics • Pandit Deendayal Energy University • CGPA 8.6/10

07/2017 - 06/2021 | Gandhinagar, India

## Skills

**Sales** | Inbound & outbound qualification · Discovery & scoping · Consultative selling · Pipeline management · Fee negotiation & MSA coordination

**Tools** | HubSpot · Apollo · Clay · LinkedIn Sales Navigator · n8n · Claude · Google Apps Script · Google Workspace

**Domain** | B2B SaaS · HR tech · Talent marketplaces · Multi-currency & multi-geography engagements

**Building** | AI-native sales workflows · n8n automation chains · Google Apps Script dashboards