



Ravi Teja Mopuri

Inside Sales Executive | B2B Lead Generation | ERP & SaaS Sales

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4+ Years Experience • Global Markets: US | UK | Canada | Australia | UAE | India

Results-driven Inside Sales and Business Development Executive with **4+ years of experience** in B2B lead generation, outbound prospecting, and IT/ERP solution sales across **US, UK, Canada, Australia, and India** markets. Proven expertise in promoting **SAP Business One, Microsoft Dynamics 365 (ERP & CRM)**, and cloud-based solutions. Highly skilled in cold calling, strategic email campaigns, LinkedIn outreach, CRM management, and pipeline development. Consistently achieved and exceeded KPIs by delivering high-quality sales-qualified leads.

WORK EXPERIENCE

Inside Sales Executive – SAP Business One ERP

Aug 2025 – Present

CORE SKILLS

- B2B Lead Generation & Prospecting
- ERP & SaaS Sales (SAP B1, MS Dynamics 365)
- Cold Calling & Email Marketing
- LinkedIn Sales Navigator
- CRM Management & Pipeline Tracking
- Appointment & Demo Scheduling
- Market Research & Account Profiling
- US & Global Market Outreach

TOOLS & TECHNOLOGIES

- LinkedIn Sales Navigator
- ZoomInfo
- Apollo.io
- Lusha
- Hunter
- SAP Business One
- Microsoft Dynamics 365
- Microsoft Azure
- MS Excel / Word / PowerPoint

- Generated sales-qualified B2B leads through outbound calling, email outreach, and LinkedIn prospecting across US, UK, Canada, UAE, and India.

- Promoted SAP Business One, SAP HANA, MS SQL, and cloud solutions to mid-sized and enterprise clients.
- Conducted account research using LinkedIn Sales Navigator, ZoomInfo, Apollo.io, Lusha, and Hunter.

- Engaged with C-level and IT decision-makers and scheduled product demos.
- Consistently met and exceeded monthly lead generation and meeting KPIs.

EDUCATION

Master of Business Administration

Sri Venkateswara Institute of Sciences & Technology

2019 – 2021

B.Com (Computer Applications)

YV University

2016 – 2019

LANGUAGES

- English
- Telugu
- Hindi

INDUSTRY EXPOSURE

- Manufacturing
- Healthcare
- Retail & E-commerce
- BFSI
- IT & Technology

Inside Sales Executive – Microsoft Solutions

Apr 2023 – Jul 2025

Cambay Solutions | Hyderabad

- Represented a US-based organization focusing exclusively on B2B lead generation across the United States.
- Promoted Microsoft Dynamics 365 (ERP & CRM), Business Central, Azure, Power BI, PowerApps, SharePoint, and Office 365.
- Drove outbound lead generation via calling, email campaigns, and LinkedIn, targeting C-level, VP, and Director decision-makers.
- Generated and delivered high-quality, sales-qualified leads to accelerate deal conversion.
- Consistently met and exceeded US market KPIs for appointments, qualified leads, and opportunity creation.

Email Marketing & Lead Generation Executive

Feb 2022 – Apr 2023

MovingDneedle Pvt. Ltd | Hyderabad

- Executed B2B email marketing campaigns and built prospect databases.

- Performed market research across Manufacturing, Healthcare, Retail, BFSI, and E-commerce in US, UK, Canada, UAE, Australia, and India.
- Managed follow-ups and maintained response tracking to improve lead conversion.
- Prepared sales and performance reports using MS Excel.

KEY ACHIEVEMENTS

4+ Years	B2B Sales Experience across global markets
Multi-Market	US, UK, Canada, Australia, UAE & India outreach
ERP Expert	SAP B1, SAP HANA, MS Dynamics 365 & Business Central
KPI Champion	Consistently exceeded monthly lead & appointment targets
Full-Cycle	Prospecting, research, demo scheduling & pipeline tracking

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