



Fredin Scaria

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OBJECTIVE

Results-oriented professional with extensive experience in IT Inside Sales and Project Coordination. Proven ability to drive revenue growth, develop strategic sales initiatives and fostering client relationships. Seeking to leverage my dual expertise in a dynamic organization enhancing sales performance and streamlining project execution.

PROFESSIONAL SUMMARY

- 3+ years of experience in managing and supporting diverse IT projects.
- 5+ years of proven track in driving revenue growth and effectively leading high-performing sales teams.

SKILLS SUMMARY

- Proficiency in project management software JIRA.
- Knowledge of collaboration platforms Microsoft Teams, Slack, SharePoint.
- Understanding of project management methodologies Agile, Scrum.
- Familiarity with big data technologies including Hadoop, Spark, Kafka, Power BI, Tableau, MongoDB.
- AI Data Management skills including Data Collection, Data Integration, Data Modeling and Visualization.
- Knowledge of NLP tools comprising spaCy, TextBlob, Texlang, Transcribe.
- Proficiency in CRM Software Salesforce, HubSpot, Zoho.
- Leveraged Sales Enablement Tools LinkedIn Sales Navigator, ZoomInfo.
- Experience with productivity tools like Microsoft Office Suite.
- Ability to conduct Product Demonstrations and Presentations.
- Clear and concise communication skills, both verbal and written.

EXPERIENCE

Megdap Innovation Labs Pvt. Ltd.

Jan 2021 - Present (18 months off roll experience with Styava Pvt. Ltd.)

Project #1: VAANI

Client: Google

Description: Data Modelling and Parallel corpora creation to enhance Automatic Speech Recognition (ASR), Speech-to-Speech Translation (SST), and Natural Language Understanding (NLU) in all languages.

Role: Project Coordinator

Responsibilities:

- Developed and maintained detailed project schedules, ensuring timely completion of milestones.
- Coordinated resource allocation with cross-functional teams optimizing personnel and equipment usage.
- Acted as the primary point of contact for stakeholders, providing regular updates and addressing inquiries promptly.
- Prepared and managed comprehensive project documentation, including project plans and status reports.
- Tracked project progress against plans, identified deviations and implemented corrective actions.
- Identified and mitigated potential project risks, developing and executing risk management strategies.
- Coordinated testing and validation activities to ensure deliverables met quality standards.
- Assisted in tracking project budgets, monitored expenditures, and ensured accurate financial records.
- Managed relationships with vendors and external partners ensuring timely delivery of products and services.
- Administered project management tools and software, ensuring team members were trained and using them effectively.
- Identified opportunities for process improvements and implemented best practices to enhance project efficiency.

SKILLS

- Project Scheduling
- Resource Allocation
- Budget Monitoring
- AI Data Handling
- NLP Management
- Account Management
- Leadership and Team Management
- Market Research and Analysis
- Corporate SaaS Sales
- Marketing and Customer Success
- Business Development
- Stakeholder Communication
- Risk Assessment and Mitigation
- Scope and Change Management
- Issue and Conflict Resolution
- Vendor Coordination
- Quality Assurance
- Documentation and Reporting
- Prospecting and Lead Generation
- Consultative Selling Techniques
- Negotiation Skills
- Sales Pipeline Management
- Cross-selling and Upselling

EDUCATION

MBA

Pondicherry University

2013 - 2015

Project #2: Speechify**Client:** Microsoft Corporation**Description:** Data Modelling and Parallel corpora creation to enhance Automatic Speech Recognition (ASR), Speech-to-Speech Translation (SST), and Natural Language Understanding (NLU) in major Indian languages.**Role:** Inside Sales Manager**Responsibilities:**

- Led and managed a high-performing inside sales team, developing and executing sales strategies to meet and exceed revenue targets.
- Developed comprehensive sales plans and campaigns to drive growth in IT products and services.
- Analyzed sales performance metrics using CRM tools, forecast future sales trends, providing actionable insights and regular reports to senior management.
- Trained and mentored sales representatives, enhancing their knowledge of IT solutions and sales techniques.
- Maintained strong relationships with key clients, ensuring high levels of satisfaction and retention.
- Coordinated with marketing and product development teams to create and implement effective sales initiatives and promotions.
- Managed the sales pipeline, ensuring efficient lead follow-up and progression through the sales funnel.
- Conducted regular sales meetings to review team performance, discuss strategies, and address challenges.
- Identified new market opportunities and collaborated with the sales team to capitalize on them, driving business growth.
- Developed in-depth understanding of IT products and services, staying updated on industry trends and advancements.
- Implemented process improvements to streamline sales operations and enhance team productivity.
- Prepared and presented compelling sales proposals and contracts, successfully negotiating terms and closing deals.
- Analyzed customer feedback and market trends to inform product development and sales strategies.
- Collaborated with customer support teams to resolve client issues, ensuring a seamless and positive sales experience.

ICICI Prudential Life Insurance (Corporate Accounts)*July 2015 - Jan 2020***Role: Sales Manager****Responsibilities:**

- Led a team of sales agents to achieve monthly and quarterly sales targets for life insurance products.
- Developed and implemented strategic sales plans to expand customer base and increase market share.
- Trained and mentored sales team members to enhance their product knowledge and sales skills.
- Conducted regular performance reviews and provided feedback to ensure continuous improvement.
- Identified new business opportunities and established relationships with potential clients.
- Monitored sales metrics and prepared detailed reports for senior management.
- Collaborated with marketing and product teams to design effective sales campaigns and promotional activities.
- Ensured compliance with regulatory requirements and internal policies in all sales activities.
- Conducted market research to stay updated on industry trends and competitor activities.
- Managed client relationships, ensuring high levels of customer satisfaction and retention.
- Implemented sales training programs to enhance the team's effectiveness and product knowledge.
- Coordinated with underwriting and claims departments to ensure smooth policy issuance and claims processing.
- Organized and participated in sales events, seminars, and conferences to promote insurance products.
- Utilized CRM software to track sales activities, manage customer interactions, and forecast sales trends.
- Addressed and resolved client issues promptly to maintain customer satisfaction and loyalty.