

JAYESH MARATHE

GTM / BUSINESS DEVELOPMENT / SALES

CONTACT



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Portfolio: <https://regal-paste-a27.notion.site/Jayesh-Marathe-GTM-Portfolio-3f82338f56cf8085a31df1b4d16da02e>

SKILLS

Outbound Campaign Automation

SaaS Operations + RevOps Understanding

CRM Management, Email Sequencing, Lead Qualification

Full Cycle B2B Sales

Lead Sourcing & Scraping

GTM Strategy + ICP Refinement

Prompt Engineering

TOOLS

AI Workflow Design - n8n, Zapier, Make

CRM - Zoho, Salesforce, Hubspot

AI Tools - Clay, SuperAGI, GPT, Claude, Perplexity AI

Design - Figma, Canva, Gamma

EDUCATION

B.Tech Computer Science

MGM's Jawaharlal Nehru Engineering College

June 2018 - July 2022

PROFILE

B2B sales professional with 4 years driving outbound revenue for startups and IT services companies from full cycle deal ownership to 0-to-1 GTM strategy for an AI product. Looking for a growth-stage team where I can own pipeline and keep building toward product facing work.

WORK EXPERIENCE

Sales Development Representative

Pravaah Consulting

(Aug 2025 – Jun 2026)

- Sintel Inc. (sheet metal / data-center rack manufacturer) – Owned sales & marketing via email and LinkedIn; sourced a lead (Jabil) that grew into a contract large enough to require Sintel to open a second factory.
- HMWS (medical waste management) – Owned sales process via email and LinkedIn; diagnosed a channel/audience mismatch after 4 months of no traction, correctly identifying that target buyers weren't reachable on LinkedIn.
- Pravaah (own pipeline) – Owned sales process via email and LinkedIn.

Business Development Specialist

Gritbyte Labs

(February 2025 - May 2025)

- Designed and executed GTM for a conversational AI product from scratch.
- Built outbound pipeline, refined ICPs, and ran full sales cycles.
- Channelled user objections and demo insights into product iteration.

Business Development Executive

INZINT

(April 2023 - January 2025)

- Managed SaaS deals end-to-end; created custom proposals and SoWs.
- Provided client insights to internal teams to guide feature improvements.
- Closed \$500K+ in new revenue by selling whitelable softwares to U.S./global clients.

Business Development Executive (Internship turned full time)

SDLC Corp

(March 2022 - September 2022)

- Ran multichannel outreach campaigns and managed CRM operations.
- Led a 5-member ops team; supported outreach strategy and data workflows.

PROJECT

RentNYC (rentnyc.live) – Built and shipped a rent-transparency map tool for NYC renters with an integrated AI rental rights assistant grounded in tenant law documents.

CORE SKILLS

- **Growth & GTM:** ICP refinement, product positioning, 0→1 GTM strategy, outbound pipeline building, PLG experiments
- **Sales & Ops:** Inbound lead management, full cycle B2B sales, CRM optimization, RevOps alignment, team leadership
- **Automation & AI:** Workflow design (n8n, Zapier, Make), AI-driven prospecting (Clay, Instantly AI, GPT, Claude), prompt engineering