

NABEELA ANKALGI

Business Development and Social Media
Executive

Subhash Nagar, Belgaum

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PROFESSIONAL SUMMARY:

Business Development Executive and Lead Generation Specialist with 1 year experience in Sales, Facebook Ads, Business Development, Microsoft Excel, B2B Sales, Lead Generation, Cold Calling, and Sales reporting

AREAS OF EXPERTISE:

- | | |
|------------------------|-------------------|
| ✓ Email Marketing | ✓ Microsoft Excel |
| ✓ Cold Calling | ✓ Facebook Ads |
| ✓ SEO | ✓ Lead Generation |
| ✓ Business Development | ✓ B2B Sales |

PROFESSIONAL EXPERIENCE:

Strat Consultant

Business Development and Social Media Executive | 05 February, 2024 - March 31, 2025

- Utilize Sales Navigator to identify and generate potential leads.
- Execute Social Media campaigns and collaborate with the creative.
- Create and manage Facebook Lead Generation Ads to attract prospective customers.
- Perform cold calling to reach out to potential clients and build new opportunities.
- Collaborate on sales and business development activities to achieve revenue and growth objectives.

RELEVANT PROJECTS:

Robral Technologies

Lead Generation & Email Marketing

- Built a high-performing LinkedIn Lead Generation Strategy through Sales navigator
- Developed email marketing campaigns to nurture their high-ticket audience

Maxiom Wealth

Lead Generation through SEO

- Created an SEO strategy to Generate Leads and Enquiries for a finance company
- Built Sales Funnel for Website Lead Generation Campaigns
- Cold Calling

EDUCATION:

2023 - 2026 | KLE Lingraj College

Bachelor of Commerce