
DIPAN GHOSH

SALES TEAM LEAD

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PROFESSIONAL SUMMARY

Professional sales leader equipped to drive team success and exceed goals. Expertise in developing sales strategies that align with business objectives and foster team cohesion. Reliable team player known for adaptability and results-oriented mindset. Proficient in mentoring sales staff and leveraging data for decision-making.

SKILLS

Growth Strategy

B2B Sales

Revenue Optimization

Training program development

Performance analysis

Performance Marketing

Account Management

Data Analytics

Sales strategy development

Consultative sales

WORK HISTORY

Sales Team Lead, 04/2026 - Current

TDCX – Bangkok

- Led a team of 10+ sales reps, achieving 120% of quarterly revenue targets.
- Increased team productivity by 30% through coaching and performance tracking.
- Improved conversion rates by 20% via optimized sales strategies and engagement tactics.

Account Specialist, 02/2025 - 03/2026

TDCX – Bangkok

- Managed portfolio of agency clients, driving 25% increase in ad spend and ROI.
- Optimized Meta campaigns resulting in 18% improvement in conversion rates.
- Identified upsell opportunities contributing to consistent quarterly revenue growth.

Google Cybersecurity Sale Engineer, 02/2024 - 08/2024

Teleperformance – Bangkok

- Generated pipeline worth \$500K+ through strategic prospecting and outreach.
- Closed high-value B2B deals, consistently exceeding monthly targets by 110%.
- Delivered product demos improving client adoption and deal conversion.

Sales Development Representative, 05/2023 - 02/2024

Keka Technologies – Hyderabad

- Exceeded sales targets by 115% through outbound prospecting and pipeline management.
- Increased qualified leads by 35% using targeted outreach strategies.
- Maintained high CRM accuracy and improved funnel visibility.

Sales Executive, 01/2022 - 04/2023

EVE Technologies – Kolkata

- Achieved 120% of sales quota in competitive SaaS market.
- Closed multiple B2B deals, contributing to steady revenue growth.
- Improved client retention through relationship management and follow-ups.

Technical Sales Associate, 02/2021 - 10/2021

Inflex Technologies – Kolkata

- Generated consistent pipeline through outbound calls and lead generation.
- Supported sales team in achieving monthly targets through CRM optimization.

Certified Internet Consultant, 12/2019 - 08/2020

Just Dial – Kolkata

- Generated new business leads and closed deals in a high-volume sales environment.
- Maintained strong client relationships, improving repeat business opportunities.

EDUCATION

Bachelor of Business Administration: Marketing, 08/2020

Brainware University - India

- Overall Percentage - 71.02%
- GPA: 71.02%

CERTIFICATIONS

Meta Media Buying Professional

Digital Marketing Associate

Google Cybersecurity Profesional

Lean Six Sigma White Belt

Hubspot Sales Software

Hubspot Inbound Sales

Office of CISO Institute

Hubspot Frictionless Sales