

HAROON QURESHI

Full Cycle Sales Professional

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📍 Hoover, AL

ABOUT

Revenue-focused sales operator experienced in B2B software and services sales, enterprise prospecting, and full-cycle revenue ownership. Proven ability to generate outbound pipeline, qualify buying intent, and advance opportunities through complex evaluation processes. Proven to bring high activity, coachability, and pipeline generation discipline to the team.

RELEVANT EXPERIENCE

MPN Capital | Contract

Business Development

- Outbound B2B role focused on pipeline generation for mid-market and enterprise accounts
- Executed high-volume outbound outreach (up to 300 dials/day) on HubSpot
- Consistently booked ~20 qualified meetings per week with senior finance decision-makers, including CFOs
- Attended discovery and qualification calls alongside AEs, supporting opportunity advancement through the sales process

Auvren | 2024 - 2026

Account Executive

- Founded an AI consultancy serving SMB and mid-market businesses focused on AI automation and systems design
- Led structured discovery and audits with operators to assess workflows, identify inefficiencies, and determine where AI automation made financial and operational sense
- Managed multi-stage sales cycles from discovery through proposal and implementation
- Built and managed a small team of software developers to design and implement solutions
- Owned deals end-to-end, acting as primary point of contact throughout the sales and delivery process
- Built internal acquisition systems using HubSpot, APIs, and AI, including data enrichment, lead routing, follow-up workflows, and pipeline management to scale outbound and inbound sales

OLS | 2021 - 2024

Franchise Manager

- Built and operated a B2C service business generating up to \$30K/MRR, serving 200+ clients
- Generated 1,000+ leads through D2D, Ads, and cold calling.
- Owned the full customer lifecycle including acquisition, sales, hiring, training, and operations
- Standardized sales processes achieving ~45% close rates and helped implement automated scheduling, follow-ups, and email sequences to improve conversions
- Built, trained, and managed a sales team, including incentive structures and team events to drive performance
- Achieved #1 Franchisee regionally