

Dona Joseph

Former LDR

India | [LinkedIn](#)

I help B2B SaaS teams find and qualify the right people. In my last role as an LDR, I researched prospects, sourced relevant profiles, and matched leads to the right account owners so SDR's could focus on the best opportunities. Over time, I became more interested in the people side of how companies grow: how teams identify, attract, and bring in the right talent. I'm now focused on Talent Acquisition, particularly sourcing and full-cycle recruiting, and I'm looking for a role where I can learn the hiring process end to end. I'm now exploring Talent Acquisition and Recruiting roles as the next step!

EXPERIENCE

LDR Zuddl	Apr 2025 — Nov 2025
Community Member The Shape of Work	Mar 2025 — Present
Talent Acquisition HashRoot	Dec 2024 — Mar 2025
- Supported candidate sourcing, resume screening, shortlisting, and phone screenings for Operations, Sales, and Marketing intern roles. - Evaluated candidate qualifications, availability, notice periods, and role fit against job requirements. - Coordinated with hiring managers to understand role requirements, candidate profiles, and hiring needs. - Maintained accurate candidate records and recruitment pipeline data across recruitment systems. - Supported recruitment workflows by organizing candidate information and helping hiring teams identify suitable candidates.	

EDUCATION

Mar Ivanios College (Autonomous), Thiruvananthapuram <i>Bachelor of Commerce - BCom in Accounting and Finance</i>	Jan 2021 — Jan 2024
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CERTIFICATIONS

Introduction to Microsoft Excel , Coursera Project Network	Nov 2024
HubSpot Inbound Certification , HubSpot	
B2B Go-to-Market Strategy , LinkedIn Learning Community	
Generative AI, Recruiting, and Talent Acquisition , LinkedIn Learning Community	

SKILLS

LinkedIn Recruiter · Candidate Assessment · Sourcing · Screening Resumes · Phone Screening · Apollo · LinkedIn Sales Navigator · Software Industry · Sales Cycle Management · Software as a Service (SaaS) · Business-to-Business (B2B) · Campaigns · Sales and Marketing · Lead Generation · Email Marketing · Digital Marketing · Virtual Assistance · Spoken English · Microsoft Excel · Event Planning · Daily Operations · Human Resources (HR) · Recruiting · Presentations · Presentation Skills · Customer Engagement · Customer Relationship Management (CRM) · Screening · Organization Skills · Interpersonal Communication · Interpersonal Skills · English · Business English · Customer Requirements · Customer Interaction · Attention to Detail · Problem Solving · Communication · Sales · Market Analysis · Negotiation