

# Nishith Kumar

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Seasoned account executive, go-to-market strategist, and sales professional with 8 years of experience in B2C, B2B, and SaaS business development. Highly motivated, detail-oriented team player, with proven ability to maintain a client-centric approach to inbound and outbound business growth, marketing, and a track record of exceeding quotas.

Willing to relocate: Anywhere

## Work Experience

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### **Sr. Business Development Representative**

Hirect

February 2022 to Present

- B2C Sales • Ranked as the top performing Sales Executive out of a team of 35
- Business Development • Converted an average of 15 prospects to partners on weekly basis
- Cloud Computing • Identified, nurtured, and closed new business opportunities
- Cold Calling • Defined and developed the existing business process and strategies
- Contact Marketing • Collaborated cross functionally to exceed target goals set by the
- Contract Negotiation organization
- CRM

### **Sr. Sales Development Representative**

Allstate Insurance

January 2021 to January 2022

- Booked over 400 meetings amounting to \$10+million in pipeline
- Email Marketing
- Achieved 125% quota YTD
- Event Planning
- Conducted outbound cold calling, routinely making 125 daily dials
- Go-To-Market Strategy
- Cultivated business relationships between clients and partners
- Lead Generation
- Identified ICP's across several verticals
- Marketing Automation
- Developed email marketing campaigns to book quality meetings
- Marketing Strategy
- Outbound Prospecting

### **Business Development Representative**

(Mid-Market) Clover

December 2019 to December 2020

#### Sales Enablement

- Achieved 110% + quota YTD
- Social Media Marketing
- Researched and developed strategic accounts (50+ locations)
- Strategic Planning
- Delivered value to future partners
- TECH STACK
- Acted as a liaison between mid-market account directors and partners
- 8x8
- Calendly

#### **Sales representative**

RSC T-Mobile

August 2017 to October 2019

- HubSpot CRM • Consistently ranked as a top, Exceeded monthly quotas for
- Intuit Quickbooks sales/service, revenue, and productivity
- LinkedIn Navigator • Configured telecom hardware, software, and network solutions
- Microsoft Office • Built a strong knowledge of products, features, plans, and
- Outreach.io promotions
- Ringlead • Grew customer base by acquiring new customers and identifying
- Salesforce CRM needs to deliver relevant products.

#### **Sales Executive/Computer Support Specialist Motorola**

Seamless.ai

August 2016 to May 2017

- ZoomInfo • Transformed prospective customers into loyal brand representatives
- Demonstrated knowledge of hero products and software applications
- Connected professionals to solutions, technology, and services

## Education

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#### **Certification**

San Francisco University

2020

## Skills

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- Customer service
- Organizational skills
- Microsoft Office
- Cashiering
- Maintenance

- Communication skills
- Cash handling
- Food preparation
- Driving
- Leadership
- Administrative experience
- Stocking
- Marketing Automation
- SaaS
- Email Marketing
- B2B Sales

## Certifications and Licenses

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### **Inbound Sales Certification, HubSpot (2020)**

Present