

Deb Kumar Roy

Summary

Results-driven B2B SaaS sales professional with 6+ years of experience across enterprise business development and account management. Proven track record of driving multi-million-dollar revenue, managing global accounts, and collaborating cross-functionally to deliver customer-centric growth outcomes.

Qualification

Qualification	Institute	Year
MBA (Pursuing)	Indian Institute of Management, o Ahmedabad	2024–2026
B.Tech (Information Technology)	Kalinga Institute of Industrial Technology (KIIT), Bhubaneswar	2014–2018

Work Experience

BrowserStack (Hyderabad) — 2022–Present

Senior Business Development Representative → Account Manager

- Closed ~USD 4 Mn in revenue as a Senior BDR across enterprise and commercial segments, consistently exceeding opportunity and revenue targets.
- Transitioned into an Account Manager role, closing ~USD 200K within the first 3 months through renewals, upsells, and expansion motions.
- Managed end-to-end sales cycles including outbound prospecting, discovery, solution demos, pricing negotiations, and deal closures.
- Worked closely with Product, Marketing, and Deal Desk teams to align customer requirements with platform capabilities.
- Handled global accounts across multiple regions, ensuring strong stakeholder alignment and long-term value creation.

HighRadius (Hyderabad) — 2019–2022

Business Development Representative / Senior Business Development Representative

- Contributed to closing USD 2+ Mn in revenue by driving enterprise pipeline creation and deal execution.
- Owned outbound and inbound demand generation for mid-market and enterprise accounts.
- Partnered with Account Executives to manage complex sales cycles involving multiple stakeholders.
- Promoted to Senior BDR based on consistent performance and revenue contribution.
- Improved lead qualification, forecasting accuracy, and CRM hygiene through data-driven practices.

Ericsson (KIIT) — 2018–2019

Cloud Technology Trainee

- Gained hands-on exposure to cloud infrastructure, telecom systems, and enterprise technology environments.
- Supported teams in understanding cloud deployment models and network architecture fundamentals.

Additional Certifications / Achievements

- Closed USD 6+ Mn cumulative revenue across BDR and Account Management roles.

Interests / Extra-Curriculars

Music (singing), Cricket, Football, Fitness, Biking, Recreational gaming.

Contact Details

Email: debkumafr38@gmail.com | Contact: +91 7029653365 | LinkedIn: linkedin.com/in/deb-kumar-roy-45894b53