

NBR Kaushik

Summary		
Salesforce Account Executive and IIM Ahmedabad MBA candidate with a proven track record in enterprise sales, strategic account management, and business development across technology and industrial sectors. Experienced in leading complex negotiations, building high-value pipelines, and driving revenue growth through consultative engagement with senior stakeholders. Aspiring to leverage business acumen and cross-industry expertise to shape global growth strategies and lead transformative initiatives in high-impact roles.		
Qualification	Institute	Year
MBA (pursuing)	Indian Institute of Management, Ahmedabad	2024-2026
B.Tech (Mechanical)	National Institute of Technology, Andhra Pradesh	2020
XII, CBSE	Kendriya Vidyalaya IIT Campus, Chennai	2016
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Work Experience		(64 Months)
Salesforce, Hyderabad		(3 Months)
Account Executive		October '25-December '25
Engaged C-suite executives to position Salesforce as a strategic growth partner, driving transformation initiatives in the Emerging Business segment. Led full-cycle enterprise sales from discovery and solution design to value articulation, proposal development, and contract closure, ensuring alignment with client business priorities. Developed and executed territory strategies, prioritized high-value accounts, and maintained pipeline integrity and forecasting precision through Sales Cloud analytics. Negotiated complex, high-impact deals and orchestrated cross-functional collaboration to deliver tailored solutions that accelerated revenue growth and strengthened executive relationships.		
Cadsem India, Hyderabad		(40 Months)
Territory Sales Manager		July '22-October '25
Expanded adoption of Ansys simulation portfolio across R&D-led accounts in aerospace & defence, automotive, batteries, electronics, spacetechnology, and industrial equipment. - Initiated startup conferences and demand-generation programs; created qualified pipeline via cross-functional collaboration with technical pre-sales and marketing. - Led high-stakes C-level negotiations and formalized forecasting routines along with stakeholder maps. - Achieved revenue growth of about 30% consistently and grew the territory from 2Cr to 7 Cr in 3 years.		
L&T Construction & Mining Machinery, Hyderabad		(21 Months)
Business Development Executive		September '20-May '22
- Managed distribution and dealer networks for earth-moving machinery (excavators, compactors, wheel loaders) and sand plants. - Conducted competitive and market analyses; developed pricing and go-to-market strategies using Excel, Power BI, and SQL. - Presented acquisition strategies to senior leadership; improved territory coverage and dealer enablement.		
Awards & Recognitions		
- Recognitions: Best Performer (2023); Sales Process Champion (2022). <i>Among the top 10 students in the class(NIT Andhrapradesh)</i> <i>3rd in school with an All India percentile of 99.532(Class 12th KV IIT Chennai)</i> <i>Worked in DRDO as a summer intern on delamination and damage modeling of FRP (Fiber Reinforced Plastics) strengthened cylindrical metallic shells (used in aircraft) subjected to buckling loads.</i>		
Additional Certifications		
Product Management Fellowship	Learnt Product Strategy, UX Research, Market Segmentation & targeting, Market Research, and Communication. I have attached some of my work for reference.(LINK)	2024
Public Policy Certificate	Wrote a policy proposal on reviving the travel and tourism sector as part of the course requirements which required analysis of a huge amount of data by using economic reasoning & frameworks for effective change(LINK)	2022
Interests / Extra-Curriculars		
Sports	Represented School in the Regional Lawn Tennis Competition(Class 9th KV IIT Chennai)	

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