

SASWAT NAYAK

Enterprise SaaS Sales | Account Executive Track | BDR Manager / Team Lead Track

SUMMARY

Business Development professional with ~3 years of experience in B2B SaaS and FinTech, currently a Business Development Representative at BrowserStack (Enterprise – Europe). Demonstrated success in enterprise outbound pipeline generation, consistent quota overachievement, and engagement with senior technical stakeholders. MBA candidate at IIM Ahmedabad, seeking vertical growth into Account Executive roles and horizontal growth into BDR leadership roles.

Qualification	Institute	Year
MBA (Pursuing)	Indian Institute of Management Ahmedabad	2024–2026
B.Tech (EEE)	KIIT University, Odisha	2017–2021
XII (CBSE)	D.A.V Public School, Pokhariput	2017
X (CBSE)	D.A.V Public School, Pokhariput	2015

WORK EXPERIENCE

BrowserStack – Business Development Representative (Enterprise Europe)

- 130% opportunity attainment (Q3 FY23–24); 130% revenue attainment (Q1 FY24–25).
- Progressed from Global Inbound SDR to Enterprise BDR; owned EU enterprise outbound pipeline.
- Led discovery and solution positioning with CTOs, QA Heads, and Engineering Managers.
- Collaborated with Marketing, Deals Desk, and Product teams; won SPIFF Award for overachievement.

HighRadius – Financial Technology Advisor (Sales & Marketing)

- Converted unpaid internship to full-time role within Sales & Marketing.
- Generated MQLs/SQLs via ABM, cold calls, email, and LinkedIn for NA, MEA, and EU markets.
- Scheduled enterprise discovery calls with CFOs and Finance leaders.

CERTIFICATIONS & AWARDS

- Marketing Strategy – IIM Ahmedabad (MBA Coursework, 2025)
- Stock Market Basics & Analysis (2025)
- SPIFF Award – BrowserStack (Q3 FY23–24)

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