

SASWAT NAYAK

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I've had quite a journey so far by turning into a passionate sales professional from an average yet disciplined electronics engineering student. The visible gap between my previous education and current bread & butter was patiently bridged by a 15 month long internship opportunity, offered by my first employer. Since then I've never looked back on crushing my sales numbers quarter on quarter. Current priorities involve taking on new and bigger responsibilities professionally and widening my realm of knowledge in business, sales and marketing horizon.

SKILLS

Lead Generation
Email Campaigns

Cold-Calling
Account Management

Market and Account Research
Sales Pitching

PROFESSIONAL EXPERIENCE

Business Development Representative – BrowserStack

June 2023 – Present

- Joined as a Sales Development Representative for Global Inbound – Chat and & Lead Qualification team, exceeded revenue & opportunity creation quota for 3 consecutive quarters and won the SPIFF for overachieving my opportunity creation quota for Q3 2023–24 by 130%.
- Achieved 90% of my opportunity creation quota and 130% of my revenue quota in Q1 2024–25, which was my first quarter as a Business Development Representative in Enterprise segment of Europe market.

Financial Technology Advisor – HighRadius

April 2020 – June 2023

- Joined as an unpaid intern in the Sales & Marketing function where I was trained in the Business Essentials Program for Sales & Marketing in B2B Industry for 3 months. Converted my unpaid internship to a 1 year paid internship where I was trained in Account Based Marketing to generate MQLs and SQLs.
- Started working in full time capacity from June 2021 where my focus was to schedule discovery calls with Finance Executives of B2B businesses in North America, Middle East and Europe through strategic sales pitching via channels like Email, Cold Call and LinkedIn.

EDUCATION

Master of Business Administration – IIM Ahmedabad, India

Sept 2024 – Present

Bachelor of Technology – KIIT University, Odisha, India

Jun 2017 – May 2021

Major: *Electronics and Electrical Engineering*

CGPA: 7.73

Clubs and Societies: Model United Nations Debating Society and KIIT Optical Society of America

Thesis Papers:

- Economic operation of grid tied PV with BESS for increasing battery longevity*
- Energy cost minimisation & operation scheduling of stand-alone hybrid energy system using control strategies*
- Impact of combined wind energy & energy storage system in unbalanced distribution network*