

SAHIB KHAN

SaaS Account Executive

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Overview

Experienced Accounting Executive seeking a challenging role to leverage my expertise in driving organizational excellence. Eager to embrace opportunities for personal and professional growth within a dynamic corporate environment.

LICENSES & CERTIFICATIONS

- MEDDIC Academy
- Weapons Specialist United States Air Force

Professional Skills

- Enterprise SaaS Sales
- Full Sales Cycle Management
- Salesforce
- Cold Calling
- Negotiation
- Solution Selling
- Customer Relationship Management Systems
- C Level Clientele Communication
- Lead Generation and Management
- Account Management

PROFESSIONAL EXPERIENCE

Mid-Market SaaS Account Executive

24Billions Pvt Ltd. - New York City

August 2023- Present

- Successfully manage and grow entire Southwest U.S. by creating account strategy plans that includes self prospecting, using internal resources and working cross functionally internally to drive sales opportunities.
- Led mid-market team with pipeline generated in Q4 2023
- Prioritise and effectively manage opportunities testing in a 26% Increase in conversion rate.
- Conduct and build relationships with key decision makers by developing a deep understanding of business goals, while uncovering challenges that will unlock value for clients.
- Developed and delivered compelling, concise value propositions and product demonstrations, resulting in a 14% increase in win rates.

SaaS Account Executive, Inside Enterprise

Tech Guru Plus Pvt Ltd.

April 2022 – April 2023

- Managed and supported over 150 enterprise accounts, responsible for prospecting, discovery/demo, and closing deals.
 - Cultivated relationships with existing enterprise teams and communicated directly with C-Level, VP, and Senior level stakeholders to close net new business within different industries/verticals.
 - Tasked with "New Initiative" and took over 158 new accounts, with the goal of increasing current annual recurring revenue.
 - Led "New Initiative" in pipeline generated, and closed won revenue. -Led NA team with \$700k of pipeline generated in Q3 & Q4 of 2022
 - Achieved a 105% renewal rate in 2023 despite tough economic times and firms' financial barriers.
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Enterprise Sales Representative

Adventure Pvt Ltd.

March 2021 – April 2022

- Manage and support more than 80 parent companies and their subsidiary brands including but not limited to: Procter & Gamble, Nestle, Google, Microsoft, Nike, etc.
 - Secured over \$2.5 million in new recurring revenue and exceeded all quarterly sales quotas in 2021.
 - Develop and maintain a deep level of understanding of 10+ innovative company solutions to create and articulate compelling value propositions for existing and prospective clients.
 - Leverage extensive company and industry research to uncover digital strategy needs and execute successful solution selling to businesses.
 - Effectively communicate and collaborate with 25 team members and coordinate 8 or more sales meetings per week.
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F-16 Weapons Expert U.S Air Force

June 2016 – June 2022

- Perform mission critical task in wartime situation with perfect execution.
 - Lead and train teams of new airman on all job specific operation to ensure mission success.
 - Determine schedules, sequences, and assignments for work activities, based on priority, quality of equipment and skill of personnel.
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ACADEMIC PROFILE

Bachelor of Commerce(B.COM) – New York University