

Rushi Patel

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PROFESSIONAL SUMMARY

Operator who builds partner ecosystems and automates GTM workflows. At Bluevine, launched the Bluevine Lender Network from 0 to 1, scaled partner acquisition, and built systems powered by Clay, n8n, and modern GTM tooling. I focus on simplifying complex systems, improving data quality, and designing workflows that accelerate execution across fast-moving teams.

CORE COMPETENCIES

Skills: GTM Automation, Workflow Design, Partnerships & Ecosystem Growth, GTM Strategy, Experimentation & Growth Plays, Program Management, API/Webhook Workflow Design, Process Optimization & SOPs, Cross-Functional Collaboration

Certifications: Clay (Outbound, Inbound, CRM Enrichment), Perplexity AI Business Fellow, Google Advanced Data Analytics

TechStack: Clay, n8n, Octave, Apollo, Salesforce, SQL, Python, Metabase, ChatGPT, Perplexity, Anthropic, Plaid API Workflows

WORK EXPERIENCE

Bluevine

Jersey City, NJ

Head of Commercial Lending Ops, Program Lead

Feb 2025 - Present

- Built and scaled a partner-led funnel from 0 to 1, designing segmentation, enablement programs, and quarterly reviews that drove a 2.3x lift in partner engagement and improved partner retention.
- Developed Clay-powered GTM workflows for sourcing, enrichment, partner scoring, routing, and operational alerts, reducing manual work and cutting turnaround time by 45% across Sales, Ops, and RevOps.
- Automated channel reporting using SQL, Python, Clay, and n8n workflows, improving data quality and reducing partner onboarding time 30%.
- Led an 8-person global operations team and coordinated 7+ cross-functional initiatives (Product, RevOps, Legal, Finance) to streamline partner workflows and accelerate execution.
- Secured 100 Perplexity AI enterprise seats, embedding AI into GTM research and workflows across Product, Finance, and Legal, saving thousands in licensing costs while enabling faster decision-making.

Bluevine

Jersey City, NJ

Senior Business Development & Partnerships Analyst

Dec 2023 - Jan 2025

- Launched the Bluevine Lender Network using Clay enrichments, n8n automations, Apollo experimentation, increasing partner-driven acquisition 35% while lowering CAC 28%.
- Constructed workflows to streamline partner reporting and ensure compliance with risk and ops requirements.
- Partnered with Product & Engineering to implement Plaid API integrations, enabling automated data collection and cutting manual reviews, improving time-to-funding by 32%.

Bluevine

Jersey City, NJ

Strategic Account Executive

Feb 2023 - Nov 2023

- Consistently surpassed sales targets, achieving 126% of quota on average each month in a high-paced sales environment.
- Oversaw 50 strategic partners, optimizing workflows to boost deal volume by 52%+ and accelerate revenue growth.
- Coordinated with Product to identify and resolve submission API issues and define bilateral API requirements, increasing conversion rates by 21% among key partner segments.

Bluevine

Jersey City, NJ

Business Development Representative

Jul 2021 - Feb 2023

- Consistently achieved 142% of quota MoM, managing high-volume partner pipeline and deal flow.
- Built a targeted ISO acquisition play that expanded partnerships 22%, improving top-of-funnel quality.

Home2 Suites by Hilton

Hasbrouck Heights, New Jersey

Assistant General Manager

Jun 2018 - Jul 2021

- Used data-driven forecasting to reduce operational costs 14% while leading hotel operations.

EDUCATION

Rutgers University

B.A. Biological Sciences

New Brunswick, New Jersey

Graduation Date: Jan 2021