

ROHIT MALHOTRA

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WORK EXPERIENCE

FLEXPRICE

Gurgaon

Head of GTM / Sales

Jul 2025 - Present

- Closed 5 enterprise accounts (Ola Krutrim, Vapi AI, Revspot AI, Kluisz AI, CozmoX AI) within 8 months, driving a 35% lift in high-value client engagement
- Built a 15-channel partner acquisition strategy that grew top-of-funnel lead volume by 40% and expanded ACV pipeline to \$100K+
- Managed complex B2B sales cycles averaging \$100K+ ACV; maintained forecast accuracy using CRM hygiene and weekly pipeline reviews
- Designed Clay-based prospecting workflows and Apollo sequences targeting 60 AI infrastructure accounts, generating 3x pipeline coverage in 90 days

QTA

London, UK

Senior Account Executive

Jan 2023 - Jul 2025

- Grew Aesthetic client base by 80% by landing 7 fashion brand partnerships (Safiyaa, Timeless, Samsara, TLC Sport, Sacoor, Hexed Fashion) at £100K+ ACV each
- Expanded sales pipeline 250% through strategic prospecting and executive-level relationship development across the UK retail and fashion vertical
- Drove 70% revenue growth for Bolt Cover (insurtech) through consultative B2B sales and strategic partnership development
- Designed and led quarterly enablement programs for 20+ partner reps, increasing partner-sourced pipeline by 50% within 6 months

HYBR

London, UK

Head of Sales

Oct 2021 - Jan 2023

- Generated £2.5M+ in new business revenue through outbound cold calling and consultative B2B sales; exceeded quota by 230%
- Scaled the sales pipeline by 500% while reducing average deal cycle by 20% through cross-functional coordination and structured discovery processes
- Grew property portfolio by 310% by closing strategic partnerships with True Student, Fresh Students, NEXA Properties, and 15+ educational institutions

VANTAGE CIRCLE

New Delhi, India

Head of Sales

Mar 2010 - Oct 2020

- Achieved \$100K MRR growth over two years against a \$1.2M annual quota by leading full-cycle enterprise sales for India's largest Rewards & Recognition SaaS platform
- Closed strategic enterprise partnerships with Royal Bank of Scotland, Standard Chartered, Deutsche Bank, HDFC Home Loans, and Tata Sky
- Built and managed a 10-person team spanning Account Management and Corporate Sales, improving team attainment from 60% to 95%+ of target
- Co-developed integrated solutions with contact centre SaaS vendors, generating \$1.2M in net new revenue and improving retention by 15%

OYO ROOMS

New Delhi, India

Business Development Lead — Medical Tourism Vertical

Jan 2015 - Jan 2016

- Launched Medical Tourism vertical from zero to \$1M ARR within 12 months, reporting directly to Founder and COO
- Improved partner engagement by 30% and accelerated time-to-revenue 2x by analysing performance gaps across 20+ hotel partners

EDUCATION

SKILLS & INTERESTS

Skills: Enterprise B2B Sales, SaaS GTM, Partner Ecosystems, Co-Sell Motions, Cloud Infrastructure, Usage-Based Pricing, CRM (Salesforce, HubSpot), Clay, Apollo, n8n; Content & Community: Host, Life Self Mastery Podcast (Top 2%, 430+ episodes, 30K monthly downloads); Author, Partner Growth Newsletter (4,000+ subscribers, S-1 and M&A analysis); Pavilion Member; OnDeck BD Fellowship

Interests: Golf (18 handicap), Travelling