

ROHIT DOSHI

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- **Currently working as Founding AE at Crustdata** - selling foundational data infra layer for AI models
 - **Joined in Seed stage as a Founding AE**, and supported the startup through Series A and B funding rounds; **scaling the company from \$1Mn to \$10M+ in ARR**
 - Results-driven **Account Executive** with 9+ years of experience in SaaS, AI/ML, enterprise software sales and Deloitte management consulting
 - Proven track record of exceeding sales quotas, achieving **102% attainment in FY24, 122% in FY23, and 97% in FY22; Ranked #1 on the team for 3 consecutive years**
 - Expertise in selling Large Language Model (LLM) and Computer Vision AI solutions to enterprise clients.
 - Skilled in full-cycle sales, including prospecting, discovery, demos, contract negotiation, and multi-threaded stakeholder management.
 - Proficient in CRM tools (Salesforce, Hubspot), prospecting tools (Apollo, Zoominfo, LinkedIn Sales Navigator), and AI/ML technologies (Mistral, Llama, GPT, Bard).
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PROFESSIONAL EXPERIENCE

Crustdata

Founding Account Executive | Feb 2026 - Now

- \$305K ACV closed in Month - 1, quota attainment 169%
- Founding hire at Crustdata selling an API only product

Salesforce

Enterprise Account Executive | Mar 2025 - Feb 2026

- Enterprise Account Executive - Hunter AE - prospecting to closure
- Enterprise AE carrying \$3M quota and handling patch of 100 accounts of \$1B+ revenue
- 92% quota attainment in the year

Nanonets (YC 17)

Head of Sales | Jan 2024 – Mar 2025

Senior Account Executive | Jan 2022 – Dec 2023

- Promoted to **Head of Sales** within 2 years, leading sales strategy and execution for a cutting-edge AI/ML company specializing in LLM-enabled Computer Vision AI models.
- **Attainment of 102% in FY24, 122% in FY23, and 97% in FY22**, consistently exceeding annual quotas of **\$1M ARR**.
- Experienced in selling AI solutions leveraging **Mistral, Llama, Bard, GPT-3, 3.5, and 4**, with a deep understanding of LLM and computer vision technologies.
- **Full-cycle sales responsibilities:** Prospecting, discovery, demos, stakeholder coordination (engineering, legal, procurement, C-suite), and deal closure - playing roles of SDR / BDR, Solution Engineer and Customer Success in early stage of the company

- Grew pipeline through **80% outbound prospecting** (LinkedIn, cold emailing via Lemlist, Sendgrid, Outreach, Apollo) and **20% inbound leads**.
 - Implemented **value-based pricing models** for enterprise accounts, ensuring competitive positioning and maximizing revenue.
 - Multi-threaded stakeholder engagement to navigate complex sales cycles, including upsell/cross-sell opportunities within existing accounts.
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Soroco

Account Manager | Dec 2020 – Dec 2021

- Promoted to **Senior Account Manager** within 6 months for **achieving 200% quota within first 6 months**
 - Leveraged **Scout AI** outcomes to provide clients with actionable insights on process improvement, standardization, and automation.
 - Developed and submitted proposals for end-to-end automation opportunities, driving additional revenue through cross-sell and up-sell initiatives.
 - Conducted B2B business development, targeting additional teams within client organizations to expand Soroco's product footprint
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AsknAssess Pvt. Ltd.

Co-founder | Oct 2020 – Dec 2021

- Built Ed-tech assessment platform to help IB educated students be competitive with students graduating from legacy boards like ICSE, CBSE
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Deloitte US

Senior Strategy Consultant | June 2017 – Dec 2020

- Extensive experience in **Banking, FinTech, and Pharma/Healthcare** industries, delivering high-impact strategic solutions.
- **Head of Payments Research Center**: Thought leader on topics like **BNPL (Buy-Now-Pay-Later)**, **Open Banking (ISO20022)**, and **Data Monetization**.
- Developed Deloitte's **GTM Payment Collections Playbook**, defining 'where-to-play' and 'how-to-win' strategies for banks and FinTechs.
- Led the creation of a **\$7M revenue opportunity** by designing a target operating model and business case for a next-gen digital banking platform.
- Spearheaded the implementation of a **KYC technology solution** for a major US bank, ensuring regulatory compliance and saving **\$2B in potential fines**.
- Reduced **go-to-market time for new drugs by 2 months** for a major pharma client by automating R&D documentation processes.
- **Culture Lead**: Championed work-life balance initiatives, improving employee satisfaction and retention.

Software Developer | June 2013 – Apr 2015

- Developed large-scale **Web Content Management (WCM)** and **Enterprise Content Management (ECM)** solutions for major Telecom and Pharma clients.
 - Conducted QA/assurance testing for web development modules across multiple client engagements.
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TECHNICAL TOOLS

Airtable, Hubspot, Slack, Lemlist, Apollo, Metabase, Hellosign, LinkedIn Sales Navigator, Keep Calling, Notion, Stripe, Convin, Gong, Microsoft Office, Salesforce, Zoominfo, Lusha

SKILLS

- MEDDPIC Qualifying
 - Josh Braun Prospecting Methods
 - Enterprise Solutioning
 - Deck Building
 - Social Selling
 - C-Suite Negotiating
 - AI / ML / LLM Understanding
 - Financial Modelling / Value based pricing
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EDUCATION

IIM Calcutta | MBA | CAT Score: 99.67 percentile | **May 2015 – Mar 2017**

IIT Roorkee | B.Tech, Electrical Engineering | All India Rank: 1468 | **June 2009 – May 2013**