

RUTVIK TOLBANDE

Account Executive | Full-Cycle B2B SaaS Sales | APAC · EMEA · US
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SUMMARY

Full-cycle Account Executive with 3+ years in B2B SaaS, selling remotely to SMB customers (25–100 employees) across APAC, EMEA, and the US. Closed \$1M+ in ARR in a high-velocity motion (\$5K ACV) with a 30% win rate and 90–95% annual quota attainment, owning every stage from discovery and product demos to negotiation, close, and CSM handover. Promoted from inbound sales to Account Executive within 10 months at Time Doctor, a 100% remote global SaaS company.

KEY NUMBERS

- \$1M+ ARR closed as a full-cycle AE · \$3.5M pipeline generated · 30% win rate · 90–95% quota attainment every year
- \$5K ACV high-velocity SMB motion · sold into APAC, EMEA, and US markets across buyer cultures and time zones

EXPERIENCE

Account Executive

Jan 2024 – Present

Time Doctor (workforce analytics SaaS) · Full-time · Remote

- **Own the entire sales cycle** for high-intent inbound opportunities: discovery, tailored product demonstrations, evaluation, commercial negotiation, close, and structured handover to Customer Success.
- **Closed \$1M+ in ARR** selling to SMB decision-makers (founders, ops leaders, HR/IT heads) at companies of 25–100 employees across APAC, EMEA, and US markets.
- **Maintained a 30% win rate** and 90–95% annual quota attainment through disciplined pipeline management, accurate forecasting, and consistent follow-through in HubSpot.
- **Generated \$3.5M in qualified pipeline**, supplementing inbound flow with outbound prospecting rather than relying on the queue.
- **Run research-led discovery** to uncover the drive behind each evaluation, then equip champions with assets to sell internally, engaging buyers on email, LinkedIn, and WhatsApp.
- **Partnered with Marketing and Customer Success** on speed to lead and sales and marketing SLAs, sharpening ICP targeting and ensuring smooth post-sale handovers.

Inbound Sales Representative

Apr 2023 – Jan 2024

Time Doctor · Full-time · Remote

- Qualified and converted high-intent inbound leads from global markets; ran first-touch discovery and product walkthroughs for SMB prospects.
- Promoted to Account Executive within 10 months based on conversion performance and deal ownership beyond the SDR remit.

Business Development Executive

Jul 2022 – Feb 2023

Ziff Davis Performance Marketing · Full-time · Remote, Pune

- Ran outbound prospecting and account management for international B2B clients; built pipeline through cold outreach, email sequencing, and HubSpot-driven follow-up.

Business Development Executive

Feb 2022 – Jul 2022

Only B2B (B2B demand generation) · Full-time · Pune

- Executed outbound sales campaigns for technology clients, booking qualified meetings with decision-makers across international markets.

SDR · Demand Generation Associate · Research Analyst

Aug 2020 – Feb 2022

Xen Corporation (B2B performance marketing) · Full-time · Pune

- Progressed through three roles in 19 months, from account research to demand generation to outbound sales development for global technology buyers.

SKILLS & TOOLS

- **Sales:** Full-cycle sales · Discovery · Product demos · Objection handling · Negotiation · Forecasting · Pipeline management · Outbound prospecting · Inbound conversion
- **Tools:** HubSpot CRM · Slack · LinkedIn Sales Navigator · Email sequencing / sales engagement tooling

EDUCATION

Bachelor of Computer Application, G H Raisoni College of Engineering