Vick Ghotra
Business Development Executive

BACKGROUND SUMMARY

Vick is a dynamic sales professional with over 15 years of experience in account management, business development, and client relationships, specializing in the technology and telecommunications sectors. He is skilled at driving revenue growth, closing complex sales, and managing enterprise and mid-market accounts. Vick has a proven track record in exceeding sales targets, optimizing client satisfaction, and expanding market reach through data-driven strategies and cross-functional collaboration. He is also adept at working in a 100% remote environment and well-versed in fast-growing, high-tech industries.

EXPERTISE & ACHIEVEMENTS

- **Generated over $15M in additional annual revenue** by expanding the client base and deepening relationships with key accounts.
- **Drove 30% year-over-year revenue growth** through strategic account management and aggressive sales tactics.
- **Achieved Presidents Club honors** three consecutive years for exceeding quota and sales excellence.
- **Recognized as Manager of the Year** after leading team to #1 national ranking in revenue and quota attainment.

SELECT EXPERIENCE

President of Business Development

Managing Director

Territory Account Executive

Senior Account Director

Senior Business Consultant

CORE COMPETENCIES

Enterprise Account Management

Revenue Generation & Growth

Sales Strategy Development

Relationship Building

Data-Driven Sales Approach

Telecommunications & Technology Solutions

PROFESSIONAL HIGHLIGHTS

Leading CRM Platform Company: As Territory Account Executive, Vick managed a portfolio of strategic accounts within the General Business Market Segment, focused on Sales Cloud and platform solutions. He led full-cycle sales efforts, from discovery to close, and collaborated cross-functionally to deliver tailored solutions aligned with customer goals. Vick drove pipeline growth through targeted prospecting and account planning. He aligned the platform's capabilities to client's business needs through consultative selling. Vick also led value-based conversations with executive stakeholders and managed complex deals and forecasting within Salesforce CRM. He led his region in new logo acquisitions and achieved 100% of his annual quota by Q1.

Telecommunications & Technology Company: As Senior Account Manager of Business Development, Vick managed a portfolio of over 100 enterprise and mid-market clients, focused on telecommunications and technology solutions. He increased sales through tailored business development strategies and identified opportunities for upselling high-speed internet and networking services. Vick conducted regular business reviews with key stakeholders, optimizing account performance and enhancing engagement through customized solutions. He collaborated with marketing and product teams to align sales efforts with business objectives, ensuring seamless solution delivery. Vick achieved Presidents Club honors three consecutive years for exceeding quota and sales excellence. He also developed and shared best practices for discovery and prospecting, helping teammates improve early-stage conversion rates and accelerate deal velocity.

Residential Home Services Company: As President of Business Development, Vick Led business development initiatives for 300+ accounts, focusing on technology, telecom, and high-growth sectors. He executed sales strategies to capture new market segments and expand into underserved territories, resulting in significant revenue growth. Vick established partnerships with key enterprise clients, including large technology companies, to drive service adoption and increase recurring revenue. He worked with cross-functional teams to deliver customized solutions, ensuring alignment with client goals and business outcomes. Vick also generated over $15M in additional annual revenue by expanding the client base and deepening relationships with key accounts, and drove 30% year-over-year revenue growth through strategic account management and aggressive sales tactics.

For more information contact:

+1 (312) 726-6111 | chenson@proactiongroup.com