

**Muhammad Zeshan Nawaz**

0092-3023373366

[xeshan.nawaz@gmail.com](mailto:xeshan.nawaz@gmail.com) https[://www.linkedin.com/in/jmzlar](http://www.linkedin.com/in/jmzlar)

## Result-driven SaaS+PaaS sales professional with 6 year of experience as AE/AM. Also with over a year experince with Motive, rapidy promoted from Account Executive to Account Maager. Proven track record of excedding targets with $2M in ARR and 105% quota attainment. Skilled in full-cycle sales, territory planning, pipeline development, and cross-functional stakeholder engagement. Adept at conducting needs assessments across technical and executive levels, delivering tailored product demos, and driving customer retention. Recognized for being proactive, coachable, detail-oriented, and an exceptional listener.

|  |  |  |  |
| --- | --- | --- | --- |
| **DEGREE** | **MAJORS/SUBJECTS** | **INSTITUTE** | **YEAR** |
| B.E | Mechanical | CUST | 2018 |
| Intermediate | Pre-Engineering | SSHS School | 2011 |
| Matriculation | Science | SKKPHS School | 2008 |



**EXPERIENCE**

**Phi Consulting**

## Account Manager (Digital Ocean; PaaS)

* Building and maintaining customer relationships
* Customer support and assistance
* Account management: Can manage the overall health and success of assigned customer accounts. Identify opportunities for upselling/cross-selling
* Collaboration with internal teams
* Customer feedback and advocacy
* Monitoring and reporting
* Achieved $1.5M ARR

## Account Executive (AtoB Fintech; SaaS)

* Sales and Business Development
* Client Acquisition and Retention
* Fuel Card Solution Presentation
* Pricing and Contract Negotiation:
* Relationship Building and Networking

**Motive**

Accounut Executive → Account Manager (Present)

* Promoted from Account Executive to Account Manager within one year, recognizing strong performance and leadership in managing strategic accounts.
* Own the complete sales cycle — from discovery and qualification through customized presentations, SaaS product demonstrations, negotiation, and closed-won execution. Drive customer retention and expansion through proactive engagement, upselling, and SaaS integration strategies.
* Recognized for being highly coachable, detail-oriented, and an active listener — enabling strong collaboration with internal teams and alignment with customer goals.
* Focused on long-term customer retention and churn prevention through value-driven account management and regular engagement.
* Conduct comprehensive needs assessments across multiple customer groups, including technical teams and line-of-business executives, to tailor Motive’s SaaS solutions effectively.
* Lead tailored SaaS product demonstrations and provide consultative support to ensure successful onboarding and long-term satisfaction.
* Manage a defined territory with strategic planning to drive account growth, prioritize high-value opportunities, and increase overall market penetration.
* Manage customer churn risks through early identification and intervention strategies.
* Successfully built and maintained a healthy pipeline consistently exceeding 3x the monthly quota, showcasing proactive prospecting and qualification rigor.
* Achieved **$2M** in Annual Recurring Revenue (ARR) with an average quota attainment of **105%.**



**SKILLS**

# Salesforce

Salesforce platform proficiency; I am using Salesforce as a CRM.

# Salesloft

Salesloft platform proficiency

# Gong

Gong Platform Proficiency Conversation Analysis

Sales Coaching and Training

# Groove

Groove platform proficiency

# Zoominfo

# Excel

Data Entry and Formatting Formulas and Functions Spreadsheet Management

Data Cleaning and Manipulation

# C++

I can develop a simple program (like calculator, mathematical operations etc)

# Python

I can develop a simple program (like calculator, mathematical operations, showing increments etc)

# Presentations

Can create presentations using Power Point, Prezi and can present virtually as well as on station.

# English (communication)

Experienced (Proficiency in email and essay writing).