

# SAIF HUSAIN KHAN

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## WORK EXPERIENCE

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### ***PARTNERSTACK***

#### ***Business Development Representative (Outbound)***

**February 2022 – March 2023**

- Achieved the **highest BDR-sourced pipeline** for FY 2022.
- Successfully sourced and contributed to multiple closed-won deals, collaborating efficiently with Account Executives in highly complex sales processes.
- Consistently among the **top three leading reps** on the team.
  - Carried a **128% revolving quota** for scheduling meetings and growing new/existing business.
- Conducted discovery meetings with C-suites and VPs over Zoom to determine mutual fit and alignment.
- Employed a **multi-touchpoint approach** including Cold calls, LinkedIn, Email & Video.
  - Tools: Salesforce, ZoomInfo, Outreach, LinkedIn Sales Navigator, Looker, Gong, Vidyard.

### ***INSTACART***

#### ***Implementation Engineer (Solution Delivery)***

**June 2020 – May 2021**

- Successfully facilitated the onboarding of **two high-profile clients** onto the Instacart enterprise platform, contributing to a combined estimated value of **approximately \$3 billion**.
- Act as the liaison between Solutions and the Product teams to coordinate any technical tasks that are required for product implementations
- Demonstrated expertise in overseeing end-to-end project management and execution for multiple implementation projects, encompassing crucial stages such as project launch and pilot testing.
- Maintain relationships with **12 clients** and across the organization to ensure issues are efficiently solved.

### ***Quality Engineer (Infrastructure)***

**May 2018 – June 2020**

- Developed a robust testing framework for **20+ configuration-driven clients**, facilitating seamless integrations and troubleshooting of API calls using Postman.
- Implemented efficient CI/CD pipelines leveraging CircleCI, resulting in accelerated delivery timelines.
- Designed and executed comprehensive Python-based strategies for core API testing, effectively identifying risks and conducting gap analysis.

## EDUCATION

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### ***SENECA COLLEGE***

#### ***Computer Programming and Analysis***

**2016 – 2018**

- High Honours
- Enrolled in an internship at the Royal Bank of Canada.
- Worked as an Academic Mentor, Orientation Leader and RBC Student Program Representative.