

# **SAIF HUSAIN KHAN**

[saikhn5@gmail.com](mailto:saikhn5@gmail.com) | (647) 915-1592 | Toronto, ON

## **WORK EXPERIENCE**

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

**February 2022 – March 2023**

#### ***PARTNERSTACK***

- 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.

### ***Quality Engineer***

**May 2018 – May 2021**

#### ***INSTACART***

- Formulated the design and implementation of core testing strategies.
- Oversaw the quality of the marketplace launch for a multimillion grocery retailer with 0 blocker bugs.
- Motivated the Engineering and Product team to adopt a test suite management tool, TestRail, for the creation of ~200 test cases to manage, track, and organize software testing efforts.
- Built relationships across the organization (Engineering, Product and Technical Delivery) to ensure that client queries are efficiently solved.
- Negotiated software services agreement with Applause, an external QA vendor, and trained their off-shore team to meet the dynamic testing requirement and unburden the quality team and ensure product excellence.

### ***Program Coordinator***

**January 2017 – May 2018**

#### ***SENECA COLLEGE & YORK UNIVERSITY***

- Delivered successful large-scale (5000+ attendees) campus-wide events with positive attendee experiences.
- Provided customer service to students, faculty and staff, and patrons outside of campus for multiple events.

## **EDUCATION**

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

**2016 – 2018**

#### ***SENECA COLLEGE***

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