**Ankit Gupta**

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**Summary**

Quota-crushing AE selling complex SaaS to enterprise and mid-market buyers. Consistent top-10% performance via multi-threaded discovery, crisp ROI, and disciplined pipeline management.

**Core Skills**

Prospecting, Discovery, MEDDICC, Salesforce, Forecasting, Enterprise SaaS

**Experience Highlights**

• Closed $$30 new ARR across 5 logos in last year, exceeding quota by {Y}%.

• Drove 5 multi-stakeholder evaluations; advanced 60% to proof-of-value with crisp success criteria.

• Expanded 5 existing accounts with {Y}% net revenue retention via value-based renewal motions.