

Nicky Bhatty

Revenue and Sales Leader

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Summary

Experienced growth strategist with a proven track record of driving exponential sales growth by establishing high-performing sales, marketing, and channel management organizations within startup environments. 8+ years in SAAS, scaling products and sales teams from 0-1 and achieving 185%+ YoY revenue growth

Skills

Revenue Growth • Sales Operations • Go-to-Market Strategy • Enterprise Software Solutions • Channel Marketing Strategy • Strategic Partnerships • Business Development • Pipeline Management Account Management • Sales Enablement • Training & Development • Revenue Operations • Territory Growth Strategies • Extensive Contract Negotiation

Experience

Marble API / Head of Revenue Operations

Marbleapi.com | August 2022 - Present, Toronto, ON

- Increased annual recurring revenue from \$5MM to \$12MM during tenure
- Co-launched new product into the legal market bringing in first paid customers and achieving a monthly recurring revenue (MRR) of \$10K+ within 3 months.
- Co-designed customer experience (CX) playbook, effectively upselling customers on new channel partnership products, resulting in an additional \$500K annual recurring revenue (ARR).
- Led negotiations on key enterprise partnerships in new channel vertical, building out a \$10MM+ pipeline
- Recommended and introduced data-driven forecasting and reporting systems, via. Hubspot, improving forecasting accuracy critical to closing Series A extension

Medchart/Marble API / Sr. Account Executive and Revenue Operations Lead

Medchartusa.com | May 2020 - August 2022, Toronto, ON

- Won the company's largest single customer in the SMB market with ACV of \$600K
- Delivered over 60% of the company's total US revenue, successfully driving sales to surpass \$1MM+ YoY across Mid-market and SMB channels.
- #1 Quota attainment, handled full cycle sales with a >70% close

rate.

- Implemented a strategic focus on Major Accounts and territory accounts resulting in a remarkable 20% increase in sales revenue per individual contributor

Quartermaster Inc. / Head of Growth

Quartermaster.house | September 2016 - October 2019, Toronto, ON

- Achieved an exceptional 4555% increase in new partner acquisitions within 3 years, successfully expanding the user base to over 10,000.
- Spearheaded and managed a highly effective and motivated Growth team of 30+ members, instrumental in driving substantial business growth.

Education

University of Toronto

Honors Bachelor of Arts | 2011 - 2015