

Nicholas Dolgikh



Miami, FL

- Results-driven B2B sales professional with a strong track record of exceeding quotas and driving SaaS growth across North American and international markets.
- Brings over two years of success in the tech sales space, with deep experience selling software and service platforms to enterprise clients across sectors including customer experience and capital project management.
- Proven ability to generate and qualify leads, deliver high-impact product demos, negotiate contracts, and manage the full sales cycle from prospecting through post-sale upselling and relationship building.
- Fluent in English, Spanish, and Russian, with a strong understanding of global business dynamics and cross-cultural communication.
- Adept at using tools like Salesforce, Sales Navigator, and ZoomInfo to develop strategic outreach campaigns and personalize the buyer journey.

Professional Experience

Aurigo Software Account Executive

June 2024 – December 2024
Austin, United States

- Worked within a high-performance B2B SaaS sales environment, partnering with Marketing, Operations, and Sales Enablement to drive top-of-funnel growth for a construction and capital planning platform used by public sector clients.
- Led outbound prospecting efforts targeting enterprise and government clients, utilizing tools such as Salesforce, Sales Navigator, and ZoomInfo to build tailored outreach cadences and identify key decision-makers.
- Secured partnerships with three enterprise-scale clients, collectively adding \$3M in annual recurring revenue (ARR), while managing the full sales cycle from lead generation and qualification to demo delivery, negotiation, and contract finalization.
- Developed and implemented scalable prospecting frameworks that improved outreach efficiency by 25% and contributed to stronger pipeline velocity and conversion rates.
- Acted as the primary point of contact for clients throughout onboarding and post-sale phases, coordinating with Customer Success and Legal to ensure smooth handoff, contract compliance, and future upsell opportunities.
- Collaborated closely with Finance, Product, and Sales Engineering teams to align custom pricing, product configurations, and ROI messaging to the unique needs of each enterprise account.

Connex One Business Development Representative

November 2022 – January 2024
Miami, United States

- Generated \$400,000 in new revenue through strategic cold calling, personalized email cadences, and social selling, consistently exceeding quarterly sales targets by 150% while building pipeline across SMB and mid-market accounts.
- Played a pivotal role in onboarding and nurturing over 20 B2B clients for Connex One's customer experience management SaaS platform, directly contributing to an 8% increase in market share within the U.S. contact center and CX tech space.
- Spearheaded multi-touch outreach campaigns leveraging Salesforce, Sales Navigator, and ZoomInfo to identify ICPs, tailor messaging, and streamline lead qualification, leading to a 30% boost in booked

demos.

- Implemented impactful content marketing initiatives across LinkedIn, email newsletters, and industry forums, which drove an 8% increase in inbound interest and improved sales enablement alignment with Marketing.
- Developed strong relationships with new and existing clients through consultative engagement, quarterly business reviews, and need-based selling, resulting in an 11% increase in upselling and cross-sell opportunities.
- Partnered with Sales Engineers and Customer Success to ensure smooth transitions post-sale and maintain high client satisfaction, often acting as a liaison to troubleshooting issues or guiding clients through product expansion.
- Gained hands-on experience with full-cycle SaaS sales fundamentals including needs discovery, demo delivery, objection handling, contract negotiation, and pipeline forecasting.

EDUCATION

City, University of London

BS in Business Management and Marketing

July 2022

London, UK

- Graduated with Upper Second-Class Honors
- Organized and led cross-university sports tournaments, showcasing leadership and team-building skills critical to client relationship management.
- Member of a Be Kind Campaign, spreading awareness of child bullying

CERTIFICATIONS, SKILLS & INTERESTS

- **Certifications:** HubSpot, Salesforce, ZoomInfo,
- **Skills:** Attention to Detail, Time Management, Relationship Building, Working Under Pressure
- **Interests:** Hiking, Travelling, Rock Climbing, Chess
- **Languages:** English (Native), Russian (Native), Spanish (Fluent), German (Conversational).