

# Aakarsh Brett Muthe

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## PROFESSIONAL SUMMARY

Sales professional and startup leader with experience driving 3x company revenue, boosting portfolio profitability by 18%, and increasing operational efficiency by 30% through data-driven solutions. Trained in one of the nation's top sales programs, with a strong track record of building C-suite relationships, managing 50+ B2B accounts, and consistently exceeding sales targets across SaaS, fintech, and consumer products. Proficient in Salesforce, AI Tools, Tableau, and strategic discovery to deliver tailored, high-impact solutions.

## SALES EXPERIENCE

### Unishippers (WWEX Group), Dallas, TX

Account Executive

Sep 2025 – Present

- Full-cycle AE owning list-building, targeted outbound, discovery, pricing, negotiations, onboarding, and early account development across SMB and MSE markets
- Outperformed all KPIs with 167% new meetings set, 155% meetings ran, 150% pricing quota, and 200% closed-won quota
- Closed \$117K and \$484K deals by uncovering cross-department pain points in finance, operations, customer service, and shipping — positioning value well beyond price to drive meaningful business impact
- Farmed an additional \$362K+ from existing accounts by consistently communicating with decision makers and highlighting the “what-if” missed opportunities if that would occur if the solution was underutilized

### Gartner Inc., Irvine, TX

Business Development Associate

Mar 2025 – Sep 2025

- Generated pipeline by securing the #1 ranking in the North America GBS blitz, booking meetings with C-level executives at \$1B+ revenue enterprises through strategic multi-touch outbound efforts
- Executed personalized outreach campaigns segmented by industry, title, and timing across LinkedIn, cold calls, and email — resulting in a 67% meeting progression rate, the highest on the team
- Prospected 100+ net new accounts weekly using tools like Sales Navigator, ZoomInfo, and Salesforce, contributing to consistent pipeline growth and outbound efficiency
- Mentored incoming SDRs on discovery techniques, outreach sequencing, and AI prompting best practices, accelerating their ramp-up time and improving early performance metrics

### VIP Hard Seltzer, Orlando, FL

Founding Member – Head of Business Development

Nov 2022 – Nov 2024

- Scaled a beverage startup from concept to multi-market launch, driving a 3x increase in company revenue and profitability by building and managing a high-performing sales team
- Penetrated new markets by securing partnerships with 50+ bars, clubs, liquor stores, and restaurants, establishing brand presence and accelerating distribution in untapped territories
- Launched and led end-to-end sales onboarding programs focused on product knowledge, objection handling, and closing techniques through live coaching, simulations, and classroom training

### LSQ Funding, Orlando, FL

Portfolio Manager

May 2024 – Aug 2024

- Engaged 20+ clients through consultative conversations to uncover business pain points like production delays and seasonal dips, leading to customized financial solutions that addressed core operational needs
- Delivered an 18% increase in portfolio profitability by designing client-specific payment structures aligned with LSQ's strategic revenue objectives
- Enhanced reporting efficiency by 30% through the development of interactive Tableau dashboards, improving stakeholder visibility and supporting data-driven decision-making

### Kinect Capital, Orlando, FL

Investment Liaison

May 2023 – May 2024

- Identified and booked meetings with 35+ C-suite executives by leveraging outbound messaging strategies and positioning Kinect Capital as a strategic funding partner
- Qualified business opportunities through executive-level discovery sessions, uncovering high-priority challenges and aligning them with tailored capital solutions
- Pitched investment offerings that addressed enterprise pain points and strategic growth goals, contributing to successful funding decisions and overall portfolio expansion

## **Aloha Jax, Jacksonville, FL**

Sales Representative

**May 2021 – Aug 2021**

- Sourced and closed daily sales at 2 deals on average, consistently outperforming weekly targets and earning multiple promotions for top-tier quota attainment
- Converted prospects into long-term customers by tailoring value-driven solutions to specific business needs, boosting client retention and satisfaction
- Coached new hires on effective sales techniques and onboarding processes, improving ramp-up speed and enhancing team-wide performance

## **EDUCATION**

### **Bachelor of Science in Finance & Management**

University of Central Florida, Orlando, FL

**Dec 2024**

Major GPA: 3.8

### **UCF Professional Selling Program, Orlando, FL**

Member

**Aug 2021 – Dec 2024**

- Earned acceptance into nationally recognized undergraduate sales programs, exclusive to 35 top-performing students through a competitive application process
- Developed core competencies in prospecting, discovery, and objection handling through hands-on training in courses such as Advanced Professional Selling and Strategic Issues in Sales
- Applied B2B sales methodologies via role plays, simulations, and client-facing projects, preparing to engage decision-makers and drive pipeline in high-velocity sales environments

## **LEADERSHIP EXPERIENCE**

### **Selling with the Bulls, Tampa, FL**

Team Captain

**Jan 2024 – Dec 2024**

- Showcased outbound prospecting excellence as UCF earned 1st place in phone call / voicemail, LinkedIn message, and email categories—demonstrating advanced lead engagement and communication skills
- Executed a full sales cycle across cold call, discovery, and closing rounds in one of the nation's largest collegiate sales competitions, competing against 100+ students from 21 schools across 15 states

### **Alpha Epsilon Pi Fraternity, Orlando, FL**

Treasurer

**Aug 2022 – May 2023**

- Owned financial operations by overseeing a \$150,000+ budget, allocating resources to support events and initiatives while aligning spend with organizational goals
- Streamlined financial reporting and budgeting processes for 105+ members by maintaining accurate records and meeting tight deadlines, ensuring operational efficiency and compliance

### **University of Central Florida Lacrosse, Orlando, FL**

Team Captain

**Aug 2021 – May 2022**

- Led a 30+ member team by setting performance standards, delivering feedback, and fostering accountability to improve individual output and team collaboration
- Facilitated open communication between players and coaches to resolve conflicts and align on shared goals, ensuring team cohesion in high-pressure environments

## **SKILLS**

- Sales & Business Development: Quota Attainment, Lead Generation, Cold Calling, Account Management, C-level Engagement, Negotiation, Closing Deals, Forecasting, Sales Cycle Management
- Customer Relationship Management: Needs Analysis, Solution Selling, Consultative Selling, Customer Retention
- Communication & Interpersonal: Presentation Skills, Active Listening, Written and Verbal Communication, Collaboration, Teamwork, Mentorship
- Tools & Technologies: CRM (Salesforce, HubSpot), LinkedIn Sales Navigator, ZoomInfo, SalesLoft, Microsoft Office Suite, Google Analytics, Google Alerts, Gemini, Copilot