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Summary

2x AI-native B2B founder and quota-carrying AE with 10+ years selling to founders, executives, and technical buyers.

At Revenoid, closed **17 enterprise/mid-market logos in 18 months (~\$580K closed ARR)** — every deal required direct selling into engineering and security alongside the economic buyer.

Selected Achievements

- **17 net new logos in 18 months** at Revenoid (\$34K avg ACV, ~\$580K closed ARR); customers include **Docebo, PDI Technologies, VWO, Pinnacle Technology Resources, HireEZ, ASAPP, MappedIn**.
- **Added 50+ mid-market and enterprise new logos in 2.5 years** of sales-motion at EvaBot, including Cigna and Anthem (adding \$300K+ ARR) and 3 of the largest Mortgage Brokerages (\$100K to \$1 million each in closed revenue) in the country.
- **2x AI-native founder** across two generations of B2B AI — conversational chatbots (EvaBot, 2017) and agentic LLM orchestration (Revenoid, 2024).

Experience

Revenoid — Co-Founder & Head of Sales (Mar 2024 – May 2026)

AI agent orchestration for outbound sales teams · San Francisco Bay Area

- **Closed 17 enterprise/mid-market logos in 18 months at \$34K avg ACV (~\$580K ARR)** as founder-led, full-cycle seller — every deal Revenoid's first AI tool purchase.
- **Sold to multi-stakeholder buying committees** — VP Sales/RevOps champion, CRO/CEO economic buyer, Engineering + InfoSec technical evaluators in every cycle.
- **Led security + integration architecture** in every deal: SOC 2, DPA, data-handling reviews; integrations across Salesforce, HubSpot, Outreach, Slack, Gmail, and MCP — partnering directly with customer engineering.
- **Drove 90%+ rep adoption and MEDDIC implementation** at customer accounts post-launch; **+25% pipeline in 4 weeks** at the most representative deployments.
- **Built Revenoid's GTM motion from zero:** ICP, account scoring (UrgencyIQ), MEDDIC playbook, demo motion, security review packet, and 90-day customer adoption framework.

EvaBot — Co-Founder & Head of Sales and Marketing (Mar 2022 – Feb 2024)

AI-native B2B gifting platform (Series A) · San Francisco Bay Area

- **Closed Cigna and Anthem** in HR/Sales targeted enterprise motion; orchestrated procurement, MSA negotiation, and InfoSec across multi-stakeholder buying committees.
- **Built mid-market AE function from zero:** designed first SDR onboarding + training program; hired and managed SDR/AE team.
- **Landed 3 of top 5 US mortgage brokerages;** expanded 3 customers past \$1M ARR through executive sponsorship and consumption-led upsell.

EvaBot — Co-Founder & Head of Growth (Mar 2016 – Feb 2022)

Boost VC alum · San Francisco Bay Area

- **Founded EvaBot** as one of the first B2B applications of conversational AI; took product zero → **first \$500K customer in 2021**.
- **Hand-sold first 50 customers** in-person in real-estate vertical; built first scalable GTM channel (PLG via Facebook Ads).
- **30% MoM growth in 2018, 2x revenue in 2019**, CAC:LTV of 4, payback < 60 days. Hired/scaled first 3 SDRs (2020–21) to launch outbound; 2x revenue again in 2021.

Disney Star — AVP, Digital Media (Jan 2014 – Mar 2016)

First dedicated digital media team for India's largest TV network · Mumbai

- **Scaled annual digital budget from \$1M to \$10M+ in 12 months;** vendor evaluation across Google, Facebook, programmatic exchanges, attribution platforms.
- **Launch team for Hotstar** (1M installs in 6 days, 10M in 40 days) and **StarSports.com** (topped Super Bowl's 2014 streaming record).

Indigo Consulting (Leo Burnett, post-acquisition) (Mar 2008 – Dec 2013)

Mumbai

- **AVP, Strategy & Client Servicing (2013):** 130% NRR on existing logos; 3 net new logos added.
- **Business Head, Thmbstrk (2010–2013):** Founded mobile marketing unit. 7 net new logos; 110% / 105% / 120% YoY booking growth across 2011–2013; 3 Abby Awards (HDFC Bank, Axis Bank, Kolkata Knight Riders).
- **Program Manager (2008):** Built and delivered digital programs for Barclays and Standard Chartered Bank.

Dentsu — Head of Inventory & Senior Manager, Last Minute Media (Oct 2008 – Jul 2010)

Founding team of a programmatic media trading platform · Mumbai

- **Signed 50+ new media-owner logos** in one year; **160% above inventory growth target.**
- **Launched core trading engine;** \$2M+ monthly transaction volume within 9 months.

Infosys Technologies — Software Engineer (Sep 2006 – Feb 2008)

Enterprise Solutions Unit, CRM Practice · Chandigarh, India

- **Siebel CRM developer** on transformational projects for Unisys Japan and British Telecom — technical foundation in enterprise software architecture and integration patterns.

Skills & Tools

Sales: MEDDIC · Multi-threaded executive selling · 90-day post-sale adoption

Stack: Salesforce · Outreach · Apollo · Gong · Sales Navigator · Slack

AI/Technical: Claude · ChatGPT · Agent orchestration · MCP · RAG · Prompt engineering & evaluation · Building AI Skills, Workflows and Plugins · SOC 2 / DPA / data-handling review

Education & Recognition

- **Bachelor of Engineering, Electronics & Communications** — Dr. A.P.J. Abdul Kalam Technical University (2002 – 2006).
- **Fellow, The RSA** (Royal Society for the encouragement of Arts, Manufactures and Commerce), since 2017.