NIKITA BHUYAN

HIGH-TICKET SALES SETTER & CLOSER

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PROFILE

Full-time BDR and high-ticket setter/closer who has sold directly to B2B and B2C founders, agency owners, and tech-firm decision-makers across ecommerce automation, real estate, DFY marketing & advertising, legal BPO, mindset/health, and AI consulting. Specializes in closing — consultative, discovery-led selling backed by a Psychology background that translates into genuinely active listening and faster client trust. Sustained a 35% close rate on premium, high-ticket offers sold entirely over remote calls. Owns CRM hygiene and KPI tracking without being chased for numbers.

SALES TRAINING & RECOGNITION

- Member of the Nomadic Closers sales community; completed the Closer Accelerator Program on Skool — one of the youngest members in the program at 23.
- Scouted and interviewed by agency directors and sales leads at Banker's Life and MemoryBlue (Boston) for closer positions.
- Completed hands-on sales and client-facing job simulations in collaboration with Hewlett Packard Enterprise, The New York Times, Bloomberg, and BNY.

CORE STRENGTHS

High-Ticket Consultative Closing • Setting & Full-Cycle Deal Ownership • Discovery & Needs-Based Selling • Objection Handling • B2B Founder & Agency-Owner Sales • Multi-Industry Vertical Selling • CRM Hygiene & KPI Ownership (HubSpot) • Remote / Phone / Video Closing • Cross-Border Sales (US, India, International)

SALES EXPERIENCE

Independent High-Ticket Setter/Closer & Full-Time BDR Remote

B2B/B2C Founders, Agency Owners & Tech Firms — Ecommerce Automation, Real Estate, DFY Marketing & Advertising, Legal BPO, Mindset/Health, AI Consulting

- Closed premium Done-For-You agency packages and high-ticket coaching/consulting programs end-to-end over remote sales calls, owning discovery through close with no handoff.
- Sold consultatively to founders and agency owners across six-plus industries, adapting discovery and objection-handling to each buyer's specific decision process.
- Generated $10K in revenue through direct, one-on-one conversations with 10-12 decision-makers, closing them end-to-end without handoff.
- Sustained a 35% close rate on high-ticket offers through structured discovery rather than scripted pitching.
- Ran outbound setting cadences (Email, LinkedIn, Voice/SMS) to self-source qualified calls, exceeding monthly booked-call targets by 120%+.
- Maintained clean CRM hygiene and self-reported KPI tracking throughout, requiring no follow-up from leadership.

Business Development Representative (Outreach & Cold Calling) July 2026 – August 2026

Law Pilot Inc, Boston, Massachusetts (Remote)

- Built the outreach process end-to-end for a Boston-managed legal process outsourcing firm, covering LinkedIn outreach, cold calling, and email marketing management from start to finish.
- Owned outbound prospecting and pipeline generation independently, managing multi-channel cadences without a pre-existing playbook.

Business Development Associate (Closing & Outreach) March 2026 – April 2026

Asia Research Partners LLP, Delhi, India

- Owned international B2B outreach and qualification for global research engagements, consistently beating quarterly pipeline targets.
- Built and tested outbound email sequences to increase qualified conversations reaching the close stage.
- Pitched a custom AI automation tool directly to senior leadership — comfort selling to decision-makers, not just prospects.

Business Development Representative (Cold Calling & Closing) April 2026 – April 2026
Headfield Solutions Private Limited, Delaware, United States (Remote)

- Cold-called US law firms to sell paralegal support services (e-filing, legal drafting, documentation), handling the full cycle from first call to signed client.
- Cross-sold additional recruitment and sales-cycle services into existing conversations, increasing deal value per closed client.

ADDITIONAL RELEVANT EXPERIENCE

Clinical Psychology Trainee — Safdarjung Hospital, Apr–Jun 2024: 50+ structured client interviews — direct training in reading people, building trust fast, and asking the right questions under pressure.

Presales Job Simulation — Hewlett Packard Enterprise (Forage), Nov 2025: built discovery frameworks and value-led proposals connecting technical capability directly to buyer outcomes.

Advertising & Marketing Coordination Simulation — The New York Times (Forage), Nov 2025: researched client/advertiser profiles and built personalized outreach materials.

Client Service Job Simulation — BNY (Forage), Sep 2025: streamlined client service processes and resolved complex client escalations.

Job Simulation — Bloomberg (Forage): completed hands-on training in market research and client-facing financial communication.

EDUCATION

Master's Degree in Clinical Psychology — Amity University, Noida, Uttar Pradesh, India
Bachelor's Degree in Psychology — Delhi University, Delhi, India

CERTIFICATIONS & TOOLS

Certifications: Closer Accelerator Program (Nomadic Closers / Skool) • Google Digital Marketing & E-commerce • Inbound & Content Marketing (HubSpot Academy) • CRM Management (HubSpot Academy) • Marketing Analytics (Meta Blueprint)

Tools: HubSpot CRM, LinkedIn Sales Navigator, Google Suite, Microsoft Office 365, Notion, Asana

Languages: English, Hindi