SHAYAN RAFIQ

ACCOUNT EXECUTIVE · B2B SaaS · SALES

PROFILE

B2B SaaS sales professional with 5+ years of experience in business development and full-cycle sales. Experienced with SMB and enterprise customers, from prospecting and discovery to negotiation and closing. Commercially driven, relationship-focused and highly target-oriented.

EXPERIENCE

Simployer

Oslo · 2025 – Present

Account Executive

Responsible for the full sales cycle, from prospecting and discovery to product demonstrations, negotiation and closing. Work with businesses to identify challenges and provide relevant HR and SaaS solutions, while managing pipeline, forecasting and revenue targets.

Reclaimit

Oslo · 2023 – 2025/26

Business Development Manager

Managed new business sales for a Nordic SaaS platform within e-commerce and after-sales. Owned the sales process from prospecting to closing, working with decision-makers across retail, e-commerce and operations.

Vainu

Oslo · 2022 – 2023

Enterprise Business Development / New Business Development

Focused on outbound business development and SaaS sales, generating and qualifying opportunities and engaging decision-makers across Norwegian businesses.

Decision AS

Oslo · 2018 – 2020

Senior Sales Executive

Managed B2B sales activities, customer relationships and new business development, with a strong focus on achieving sales targets.

EDUCATION

EAE Business School — Master in International Business — Barcelona

BI Norwegian Business School — Bachelor in Business Administration — Oslo

CORE SKILLS

B2B Sales	SaaS	Enterprise Sales
Business Development	Negotiation	Closing
Account Management	Pipeline Management	CRM

LANGUAGES

Norwegian · English