Arjent Shahi

Strategic Account Executive

Enterprise Sales Leader | CX & Growth Expert

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LinkedIn



20+ YEARS

SALES & GROWTH

CONSULTANT PROFILE

Sales strategist and entrepreneur with over 20 years of experience driving enterprise revenue growth, scaling multi-channel operations and developing B2B, SaaS and CX businesses. Combines high-impact enterprise execution with expertise in inbound/outbound CX, telecom and contact center ecosystems, enterprise security/SaaS and AI automation. Experience spans new-business acquisition, international expansion, strategic partnerships, M&A and IPO-level growth.

CORE EXPERTISE

ENTERPRISE SAAS & CX

Inbound / outbound CX
Cloud contact center
Omnichannel platforms
Enterprise security sales
Complex stakeholder deals
EUR 500,000-10M+ ARR

NEW BUSINESS / HUNTING

15+ years of outbound hunting
New-logo acquisition
Nordic & European markets
Strategic negotiation

EXPANSION & LEADERSHIP

European market entry
Teams of 5-40 people
M&A and restructuring
IPO-level growth

AI & SALES SYSTEMS

AI automation
Custom agent architectures
Workflow design
Data intelligence
B2B data prospecting
Salesforce / HubSpot

Shahi Cloud
Consulting AB

SELECTED COMMERCIAL EXPERIENCE

Indpro AB

Profinder.nu, RingoMarket

Sverigechef (Sweden Manager) / Senior Sales Executive

2024 - Present

- Leading Swedish market operations for B2B intelligence and prospecting automation platforms.
- Executing enterprise sales strategies, securing key accounts and building Nordic partnerships.

B2P Consulting AB

Founder & Sales Strategist

2024 - Present

- Directing strategic consulting and growth for specialized tech ventures.
- Leading global sales strategy and commercial scaling for RevRunnr.io (blockchain-verified fintech revenue growth).

Leads.io

formerly Winleads

Strategic Partner & Sales Lead

2021 - 2024

- Owned a major enterprise quota; hyper-growth and Nordic expansion for lead generation and performance marketing.
- Consistently exceeded revenue targets through C-suite outbound and complex stakeholder management.

Arjent Shahi

ENTERPRISE SALES CONSULTANT

Experience & results

LeadDesk, Enreach, Puzzel, Tellavox & CX Ecosystems

Enterprise Sales & Strategic Partnerships

2018 - 2021

- Spearheaded enterprise sales, cross-selling, partnerships and onboarding across cloud contact center, telecom and CRM platforms.
- Achieved 6 million SEK in new customer revenue within year one; secured high-value renewals.

LeadDesk, Advenis & International Ventures

Key Executive & Expansion Leadership

Pre-2018

- Central executive role taking LeadDesk to IPO; highest individual billing figures in LeadDesk history; performance options.
- Key strategic player acquiring Sweden's largest LeadDesk competitor; market entry across Norway, Denmark, Netherlands, Belgium, Germany and Spain.
- Introduced and established Advenis on the Swedish market; founded/scaled ventures including Expert and Onoff.

OnOff

Electronics retail, comparable to Power / Elgiganten

Sales & Store Operations

2004 - 2011

- Frontline and commercial sales in consumer electronics retail; built discipline in high-tempo, target-driven selling.
- Developed the foundation for later enterprise hunting: outbound drive, objection handling and closing under pressure.

Independent consulting & commercial projects

Consulting assignments and commercial projects

After 2011 (on / off)

- Mix of consulting assignments and commercial projects between full-time roles, focused on sales systems and growth.

SELECTED COMMERCIAL METRICS

EUR 1-2M	EUR 5-10M ARR	5-40	Since 2000
Typical deal size	Enterprise deals	People in teams led	New business / cold outbound

EDUCATION

Graduated 2001

LANGUAGES

Swedish - Native / fluent

English - Fluent

WORKING ARRANGEMENT

Onsite in Stockholm / remote from Sweden