



Nik Calugaru

Business Development Representative

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Aspiring **Account Executive**

Business Development Representative

Retool Salt Lake City

Key Responsibilities & Achievements:

- Owned full-cycle enterprise prospecting across 300+ accounts, conducting deep research to identify stakeholders, tech signals, and buying triggers.
- Built AI-powered outbound systems using Clay, Lindy, Retool, and Notion to automate prospecting, enrichment, and multi-step sequences.
- Ran high-converting omnichannel cadences (email, calls, LinkedIn) for technical decision-makers, regularly booking VP/Director meetings.
- Created internal Retool apps to streamline BDR workflows, account planning, and intelligence tracking.
- Partnered with AEs/leadership on messaging strategy, opportunity qualification, and discovery support.
- Consistently exceeded KPIs through experimentation with AI agents and frameworks (3 Bodies, Flash-4).
- Leveraged ZoomInfo, Apollo, Sales Navigator, Outreach, and Salesforce to target and personalize at scale.

Technical Skills:

Sales automation (Clay, Lindy, Relevance AI, n8n), Salesforce CRM, Retool, Zapier, Notion, AI prompt engineering, data enrichment, territory planning, and scalable outbound workflow design.

Financial Advisor

New York Life Grand Rapids Michigan

- Established and operated an independent financial firm with New York Life, focusing on client acquisition and business development.
- Managed firm operations, enhancing workflow efficiency and client satisfaction through tailored financial strategies.
- Developed personalized financial plans for diverse clients, fostering long-term relationships and driving business growth.

 (810)893-1672

 NIK@CALUGARU-OS.COM

 Salt Lake City

 [linkedin.com/in/Calugaru/](https://www.linkedin.com/in/Calugaru/)

SKILLS

- B2B/B2C Communication & Sales
- Problem Solving
- Systems & Process improvement
- Project Management
- Entrepreneurial Mindset
- Social Media Management
- Content Curation
- Confidence

EDUCATION HIGH SCHOOL

Clio High School

2014-2018

COMMUNITY COLLEGE

Mott Community College

2018- Current

LANGUAGE

English (Main)
(Some) Spanish
(Some) French