



NIKITA MALWE

BUSINESS DEVELOPMENT EXECUTIVE

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EDUCATION

- *Company Law, Master of Commerce*
- *Bachelor of Commerce, HR*

Nikita serves as a Business Development Executive for Mohr Partners, Inc. With a diverse background in sales, lead generation, and client engagement.

Nikita brings valuable experience from Quest Global Technologies Ltd., where she worked as a Business Development Executive, specializing in software consulting and development, including Blockchain, Salesforce, and ERP implementations.

Prior to this, Nikita served as a Lead Generation Executive at Neo Kinetic Services India Pvt. Ltd., contributing to B2B research, lead generation, and data management initiatives.

Nikita also worked as a Sales Development Representative at Accrualify India Private Limited, where she managed client portfolios and developed sales pipelines to support business expansion. Her earlier experience includes roles as a Sales Associate with Motif TTEC, focusing on U.S.-based Verizon services, and as a Process Associate with Tata Consultancy Services, working in the Phoenix process for life insurance and pension fund management.

Nikita holds a Master's degree in Commerce (Company Law) and a Bachelor's degree in Commerce (Human Resource Management).