TAJ NAHAR

Business Development | Referral & Channel Partnerships | PE, M&A & Growth Companies

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SUMMARY

Business developer who builds referral networks among private equity firms, M&A advisors, banks, law firms and founders, then turns them into pipeline. ACG San Diego board member and NextGen chair, averaging 50+ attendees per event. At Escalon, built a 30+ partner network across three markets and $250K in late-stage pipeline ACV within four months. Six years of full-cycle selling as a founder: TV commercials for Marriott and Audi, and 90% of studio revenue from repeat and referral clients.

EXPERIENCE

Business Development Manager Jul 2026 – Oct 2026

Escalon Services – Outsourced Accounting, CFO Advisory, Tax, Payroll & HR for Growth Companies | San Diego, CA

- Generated $250K in late-stage pipeline ACV through 70+ one-on-one partner and prospect meetings, working deals alongside CFO-level practice leads.
- Built a 30+ partner referral network in 12 weeks across San Diego, Los Angeles and Denver (opened in one week): banks, law firms, M&A advisors, PE firms and wealth managers, mostly new relationships, producing 15+ warm introductions.

Legal Operations (Part-Time Contract) 2025 – Present

Protiviti – Legal Risk & Compliance Practice | Remote

- Support the legal practice's business development; built a matrix with Copilot and Claude that maps its services across 8 industries by buyer, trigger event and cross-sell path. Core work is eDiscovery for in-house and outside counsel.

Flagship Store Lead 2021 – 2024

Apple – U.S. Retail | Denver, CO

- Grew small-business accounts 20% over two years through client journeys, team training and relationship-based selling.
- Led floor operations and coached team members in a 180+ person store doing $100M+ in annual sales.

BOARD SERVICE

Board Member; Chair, NextGen Committee Aug 2026 – Present

ACG San Diego (Association for Corporate Growth)

- Average 50+ attendees per event for NextGen, the chapter's young professionals group in PE, banking, law and accounting; building a 10-event annual calendar.
- Brought in 5 sponsors across industries, worth $10K+, in the first three months as chair.

FOUNDER EXPERIENCE

Founder & Creative Director 2020 – Present

Empyreal Films – Video & Photography for Luxury Real Estate and Hospitality | San Diego, CA

- Sell full-cycle, from outreach and discovery through proposals, pricing, negotiation and close: $500K+ in revenue, 90% from repeat and referral clients.
- Won TV commercial projects from Marriott and Audi; other clients include Sundae, Exude Luxury Group and brokers at Engel & Völkers and Sotheby's International Realty.

Founder & CEO 2022 – 2025

Haj Botanics – Functional Wellness Brand | Denver, CO

- Built distribution, supplier and channel partnerships, negotiating pricing, contract terms and renewals.
- Raised $300K from investors at a $3M valuation and reached $150K+ in revenue; wound down in 2025 after regulatory shifts.

EDUCATION & TOOLS

Johnson & Wales University, Denver, CO | B.S., Management, minor in Finance; A.S., Entrepreneurship (both Cum Laude)

Excelia Business School, La Rochelle, France | Study Abroad: French Language & European Business Strategy

Tools: Salesforce, Apollo, Microsoft Copilot, Claude