

# VAIBHAV VISHNU

## Account Executive

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www.vaibhavvishnu.com Pune (Open to relocate)



## SUMMARY

SaaS Sales Professional with 9.5+ years of experience driving \$7M+ in ARR across enterprise and mid-market segments. Proven track record in new business acquisition, account expansion, and closing complex, multi-year deals. Trusted advisor to C-level stakeholders, driving revenue through consultative selling across direct and partner-led motions. Consistently exceeded quota, earning top performer recognition across high-growth SaaS organizations. Experienced across India and APAC markets, managing complex sales cycles and multistakeholder environments. Proficient in leveraging AI tools for sales prospecting, research, and workflow optimisation

## EXPERIENCE

Account Executive 05/2024 - Present  
Avalara Pune, India

Avalara is the global leader in cloud-based tax compliance automation. I focus on driving new business and expansion revenue across enterprise and mid-market segments via direct and channel sales.

- Closed \$1.21M in ARR at 122% of quota in FY2024 (9-month tenure, target: \$990K).
- Continued momentum in FY2025, delivered \$1.41M in ARR at 107% of quota (target: \$1.32M), acquiring 30+ new logos and driving consistent pipeline velocity.
- Represented Avalara at key industry events across India, owning on-ground GTM execution and generating \$2.5M+ in qualified sales pipeline.
- Managed a mixed portfolio of new logo acquisition and upsell/cross-sell motions within existing accounts.
- Collaborated with solution engineers and technical teams to architect integrations with payment gateways and enterprise systems, ensuring seamless implementation and customer success.
- Engaged CFOs, Tax Heads, and Procurement leaders in complex multi-stakeholder sales processes, securing long-term enterprise contracts.

Business Development Manager 06/2023 - 10/2023  
Builder Remote

Builder.ai was a high-growth unicorn providing a no-code AI-powered software development platform. I was responsible for enterprise and commercial segment new business acquisition.

- Onboarded 3 new enterprise logos within 4 months.
- Initiated and closed 3 strategic partnerships (2 ITES firms + 1 design studio), expanding the indirect sales channel.
- Guided customers through the complete SDLC, advising on tech stack selection, feature prioritization, and platform architecture to align with business objectives.

Account Executive 06/2021 - 05/2023  
Zoom Pune, India

Zoom is the world's leading UCaaS platform. Part of the India Commercial & Digital Native sales team with full ownership of deal cycles across a PAN-India territory.

- Closed \$2.1M in total ARR across 2-year tenure, consistently exceeding quota with strong performance in FY2022 at 124% (\$1.1M on \$900K target).
- Delivered \$620K in ARR in FY2021 at 138% of quota (7-month, target: \$450K), demonstrating rapid productivity and pipeline velocity.
- Spearheaded a strategic partnership with Tata Telecommunications to extend Zoom's footprint within Tata's install base and new customer base.
- Closed multiple ISV deals where customers embedded Zoom SDK into their products and applications, working closely with their engineering teams to convert technical evaluations into multi-year enterprise contracts.
- Worked closely with 10+ resellers and channel partners, driving \$290K in indirect ARR, representing 23% of my total FY2023 sales, and demonstrating strong channel sales execution.
- Contributed to the GTM strategy for Zoom Events launch in India, developing new use cases that secured 200 event licenses within the first month for the commercial segment.
- Awarded MVP for 5 consecutive quarters, ranking among the top performers on the India sales team.

## SKILLS

Enterprise Sales · Cloud Computing and Infrastructure · Infrastructure · Generative AI · SaaS Licensing · New Logo Acquisition · Value Based Selling · Social Selling · Account Management & Expansion · Pipeline Generation · Forecasting · Channel & Partner Sales · C-Suite Engagement · Multi-Stakeholder Negotiation · Channel Sales · GTM Strategy and Execution

## PROFESSIONAL HIGHLIGHTS

Rookie of the year award - Avalara

Awarded MVP for 3 quarters in Zoom tenure

Highest number of indirect deals through partner - Zoom

Highest ACV contribution in FY20 at Salesforce.

Won bids for 50+ Google-Search customers in a period of 2 year

Awarded Top Salesperson for FY 17 at Searce

Google Certified - Google Apps and Google Cloud Platform Sales

## TOOLS & TECHNOLOGY

Salesforce CRM

ZoomInfo & Lusha

LinkedIn Sales Navigator

Outreach & Salesloft

Generative Ai tools

## EXPERIENCE

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### Sr. Consultant Sales

03/2020 - 05/2021

#### Icertis

Pune, India

Icertis is the global leader in Contract Lifecycle Management (CLM) and among India's largest SaaS unicorn. Owned full-cycle sales for the growth enterprise segment (\$250M-\$2B revenue companies).

- Closed \$942K in total ARR across 14-month tenure, achieving 102% of quota in FY2020.
- \$663K closed on \$650K target.
- Won 10+ new logos contributing \$460K in ARR, demonstrating consistent new business acquisition velocity across BFSI, IT/ITES, Pharma, Manufacturing, and Consumer Goods verticals.
- Managed defined territory leveraging direct, partner, and ISV channels to maximize pipeline coverage and deal flow.
- Engaged C-suite and senior decision-makers including CLOs, CTOs, CFOs, CEOs, and procurement heads to navigate complex enterprise sales cycles and secure executive buy-in.
- Collaborated with solution engineering, integration, and deployment teams to architect technical implementations, ensuring seamless contract management platform adoption and customer success.
- Generated demand through targeted webinars and group demos, building qualified pipeline across multiple industry verticals.

### Sales Development Representative

01/2019 - 12/2019

#### Salesforce

Bangalore, India

Part of the sales development team of the world's no.1 CRM platform and CX company Salesforce.

- Contributed \$400K+ in ACV within 11 months, achieving the highest ACV contribution in FY2020 within the India SDR team.
- Generated \$2.3M+ in sales-qualified pipeline opportunities through strategic outbound targeting and inbound lead conversion.
- Managed pipeline across Sales Cloud, Service Cloud, Marketing Cloud, Analytics, and Platform products.
- Represented Salesforce at multiple industry events across India, driving brand awareness and accelerating pipeline.

### Cloud Consultant

10/2016 - 01/2019

#### Searce Inc

Pune, India

Searce is Google's Premier Partner in APAC. Full-cycle SaaS sales role covering Google Workspace, GCP, and HappierWork HRMS.

- Worked in direct liaison with Google India, collaborating on joint GTM initiatives and strategic account planning.
- Closed ₹9.5 Crores+ in total revenue across 2.3-year tenure, consistently achieving yearly quota (₹40 Lakhs monthly target).
- Won bids for 50+ Google-Searce customers, managing the complete sales cycle from prospecting to closure across cloud infrastructure and productivity solutions.
- Engaged CTOs, IT Heads, and business decision-makers to sell cloud migration and digital transformation solutions, including Google Workspace and Google Cloud Platform.
- Drove account farming motions including cross-sell, upsell, renewals, and contract renegotiation to maximize customer lifetime value and reduce churn.
- Prepared and delivered RFI/RFP/RFQ responses, technical presentations, and product demonstrations via phone, email, and videoconferencing.
- Products: Google Workspace (G Suite), Google Cloud Platform (GCP), Google Maps, HappierWork HRMS

## EDUCATION

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### Bachelor of Business Administration

2013 - 2016

#### Indira College of Arts, Commerce & Science

### Higher Secondary

2010 - 2012

#### Kendriya Vidyalaya

## CONTACT DETAILS

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