



# SACHIN RAI

SR. STRATEGIC ACCOUNT EXECUTIVE · AI & GTM BUILDER · SAN FRANCISCO

20+ years in enterprise SaaS sales — **Freshworks, Salesforce, Oracle** — closing complex, multi-year enterprise deals across NA and LATAM. I'm an **AI-native AE**: I use the tools I sell. Vibe-coding agentic prototypes between calls. Walking into discovery with a working version of the answer.

• SAN FRANCISCO · PT [SACHINAI1981@GMAIL.COM](mailto:SACHINAI1981@GMAIL.COM) [LINKEDIN.COM/IN/SACHINR1](https://LINKEDIN.COM/IN/SACHINR1)

[GITHUB.COM/SACHINAI1981-WEB](https://GITHUB.COM/SACHINAI1981-WEB) [BLOG](#) ↗

20+ YRS

ENTERPRISE SAAS SALES · AE → STRATEGIC AE

\$2M+

IN TOTAL INDIVIDUAL SALES · MULTI-YEAR SAAS DEALS

NA + LATAM

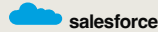
TERRITORY COVERAGE · 2 CONTINENTS · C-SUITE ACCESS

04 TOOLS

AI PRODUCTS SHIPPED THIS YEAR · PUBLIC SOURCE

BUILT CAREER AT

Freshworks



ORACLE

AT&T

## 001 · CAREER JOURNEY

### FRESHWORKS

**Sr. Strategic Account Executive**

OCT 2023 – PRESENT · SAN FRANCISCO

Owned and expanded strategic enterprise accounts within large, complex organizations. Partnered with C-suite to drive AI-powered ITSM and CX transformation. Full-cycle sales — discovery to close — with cross-functional teams.

### SALESFORCE

**Account Executive · Auto, Manufacturing & Enterprise**

JUL 2014 – APR 2023 · 8 YRS 10 MO · 3 PROMOTIONS

Drove enterprise sales across automotive and manufacturing sectors. Closed multi-year SaaS agreements with Fortune 500. Net-new logo acquisition + named-account expansion across multiple territories.

**Multi-year 100% quota attainment · two years at 200% · one year at 300%.**

### SELECTIVA

**Business Analyst**

FEB 2014 – JUN 2014 · SAN FRANCISCO

Bridge role transitioning from Oracle product sales into the SaaS-native cycle. Solution architecture and qualification work.

### ORACLE

**Principal & Sr. Account Manager · Linux, Oracle VM, CRM On-Demand**

JUL 2007 – JAN 2014 · 6 YRS 7 MO · NA + LATAM

Spearheaded C-level conversations on technology investments. Managed NA + Latin America territory. Exceeded \$2M+ in total sales. Coached sales teams + business development consultants.

## AT&T · HOSTING & APPLICATION SERVICES

### Sr. Consultant ERP & Team Lead

MAY 2005 – JUN 2007 · EAST USA

Led East-region sales for Oracle & PeopleSoft license + support.  
Managed a team of 6. Cross-functional delivery with pre-sales and operations.

## ICICI ONESOURCE

### CSA · Customer Sales Associate

JAN 2002 – MAY 2003 · FOUNDATIONAL ROLE

First sales chapter — built the playbook on outbound, qualification, and relationship-building that compounds 20 years later.

## 002 · KEY ACHIEVEMENTS



Closed

### \$2M+ IN INDIVIDUAL SALES

at Oracle as Sr Account Manager — multi-year deals across NA + LATAM.

Owned

### 3 PROMOTIONS AT SALESFORCE

in 8 years — Enterprise Corporate Sales → Named New Business → Auto/Manufacturing AE.

Built

### C-LEVEL RELATIONSHIPS

with hundreds of enterprise decision-makers across Fortune 500 auto, manufacturing, and tech firms.



Closed

### MULTI-YEAR SAAS AGREEMENTS

at Salesforce — strategic-account expansion, complex negotiation, multi-stakeholder alignment.



Vibe-coding

### 04 AI PROTOTYPES IN USE

Signal Forge · Account Brain · NemoClaw OS · Harness — built with Claude Code & agentic tools. Public build log at [sachinai.com](https://sachinai.com)



Currently selling

### AI ITSM & CX AT FRESHWORKS

to Fortune-1000 customers. AI-driven solutions, partnered with C-suite stakeholders.







Subject Matter Expert

### SAAS · MIDDLEWARE · BI

Thesis on SaaS approved by Belgium University. National economic planning + executive communication.

003 · EXPERTISE



 <p><b>ENTERPRISE SALES</b></p> <ul style="list-style-type: none"> <li>• Strategic account ownership</li> <li>• Full-cycle SaaS sales</li> <li>• Multi-year contract closing</li> <li>• Net-new logo acquisition</li> <li>• Pipeline forecasting</li> <li>• Outbound prospecting</li> </ul>	 <p><b>AI &amp; GTM</b></p> <ul style="list-style-type: none"> <li>• AI-driven ITSM &amp; CX</li> <li>• Eval-first product selling</li> <li>• Outcome-based pricing</li> <li>• The 90/10 reliability frame</li> <li>• LangGraph + MCP tooling</li> <li>• Claude / GPT integration</li> </ul>
 <p><b>EXECUTIVE RELATIONSHIPS</b></p> <ul style="list-style-type: none"> <li>• C-suite engagement</li> <li>• VP-level discovery</li> <li>• Stakeholder alignment</li> <li>• Cross-functional partnership</li> <li>• Solution architecture</li> <li>• Long-cycle negotiation</li> </ul>	 <p><b>INDUSTRY DEPTH</b></p> <ul style="list-style-type: none"> <li>• Auto &amp; Manufacturing</li> <li>• Enterprise IT / ITSM</li> <li>• Middleware + BI</li> <li>• SaaS platforms</li> <li>• North America + LATAM</li> <li>• Linux / Oracle VM / CRM</li> </ul>

WHAT I'M KNOWN FOR

- ✓ Closing what nobody else can — multi-stakeholder, multi-year, multi-region.
- ✓ Translating chip-level infrastructure into CFO-friendly business outcomes.
- ✓ Showing up to a CIO meeting with a working prototype, not a slide deck.
- ✓ Compounding domain knowledge across three decades of enterprise software.

WHAT I CARE ABOUT

- ✓ Selling tools that actually solve customer problems, not features.
- ✓ Building AI that respects evals, not the demo-day vibe.
- ✓ Mentoring the next generation of AEs into operators.
- ✓ Curiosity, continuous learning, and tech that earns its budget.

 <p><b>RECOGNITION</b></p> <p><b>SUBJECT MATTER EXPERT</b></p> <p>SaaS · National Economic Planning · Executive Communication. Multi-quarter quota achievement at Salesforce + Oracle.</p>	 <p><b>LANGUAGES</b></p> <p><b>ENGLISH</b> Native or Bilingual</p> <p><b>HINDI</b> Native or Bilingual</p>
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 <p><b>EDUCATION</b></p> <p><b>MBA · MARKETING &amp; FINANCE</b></p>	 <p><b>LET'S CONNECT</b></p> <p><a href="mailto:sachinai1981@gmail.com">sachinai1981@gmail.com</a> <a href="https://www.linkedin.com/in/sachinr1">linkedin.com/in/sachinr1</a></p>
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