



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.

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<p>20+ YRS ENTERPRISE SAAS SALES · AE → STRATEGIC AE</p>	<p>\$2M+ IN TOTAL INDIVIDUAL SALES · MULTI-YEAR SAAS DEALS</p>
<p>NA + LATAM TERRITORY COVERAGE · 2 CONTINENTS · C-SUITE ACCESS</p>	<p>04 TOOLS AI PRODUCTS SHIPPED THIS YEAR · PUBLIC SOURCE</p>

BUILT CAREER AT |

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.



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



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

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.

004 · MY UNIQUE EDGE

ENTERPRISE SALES IS THE TRADE. AI IS THE FORCE MULTIPLIER. THE PROTOTYPE IS THE CLOSE.

Twenty years closing complex enterprise deals — Oracle, Salesforce, Freshworks — and a daily practice of vibe-coding with Claude, Codex, and LangGraph to prototype the exact thing my prospects are about to ask for. I don't ship a slide



deck. I ship a working version of the answer. The only Strategic AE I know who walks into discovery with a working prototype.



RECOGNITION

SUBJECT MATTER EXPERT

SaaS · National Economic Planning · Executive Communication.
Multi-quarter quota achievement at Salesforce + Oracle.



LANGUAGES

ENGLISH

Native or Bilingual

HINDI

Native or Bilingual



EDUCATION

MBA · MARKETING & FINANCE

Indian Institute of Planning and Management
2003 — 2005

SaaS thesis approved by Belgium University.



LET'S CONNECT

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