

CONTACT

📍 BENGALURU, India 560068

📞 +919108551448

✉️ vk.komalsony@gmail.com

PERSONAL SUMMARY

Over 4+ years of experience as an Account Executive in Mid Market APAC, specializing in AI solution sales and consultative engagement. Demonstrated ability to achieve substantial pipeline growth through strategic prospecting and collaboration with multiple stakeholders. Focused on utilizing data-driven insights to enhance client relationships and provide customized solutions.

SKILLS

- Enterprise & Mid-Market Sales Execution
- AI Solution Selling & Technical Fluency
- Consultative & Insight-Driven Discovery
- Multi-Stakeholder Engagement & Consensus Building
- Pipeline Generation
- Outbound Prospecting
- Negotiation & Contract Management
- AI & SaaS Metrics Orientation
- Cross-Functional Collaboration
- Competitive & Market Insight
- Data-Driven Sales & Forecasting
- Value Assessment & ROI Forecasting

ADDITIONAL INFORMATION

- SaaS Sales
- Consultative Selling
- Enterprise, Mid-Market & SMB
- MEDDPICC & BANT
- CRM (Salesforce, HubSpot)
- Cold Outreach
- Pipeline Generation

V K Komal

EXPERIENCE

August 2025 - Current

Account Executive - Mid Market APAC | Responsive

- Own full-cycle sales across APAC mid-market accounts (500–3,000 employees) for an AI-infused Strategic Response Management (SRM) platform, priced at \$30K ARR
- Quota-carrying AE with a target of 3–4 deals per quarter (~\$90K ARR quarterly, \$360K annualized)
- Closed one customer and actively driving two POCs, engaging named mid-market accounts including Cloudwerx, CSM Technologies, Hitachi India Pvt Ltd and other APAC organizations
- Source pipeline through a balanced outbound motion ~50% SDR-sourced and ~50% self-sourced outbound, including outbound coverage for Tier-A target accounts
- Manage discovery and deal progression through data-led technical discussions and tailored AI demos, aligned to customer workflows, security requirements and business outcomes
- Deliver customized AI workflows and demos, showcasing hands-on experience with AI agents, clearly articulating AI guardrails, traceability, and risk mitigation to C-level executives, VPs, Directors, Partners and APAC stakeholders (Presales, Bid Management, Technology, Sales Ops, Compliance, Finance)
- Collaborate closely with Sales Engineering while working directly with customer-side engineering and tech teams to validate AI workflows, integrations and enterprise readiness
- Navigate multi-stakeholder, tech-heavy deal cycles, aligning Sales, Legal, Security, Compliance, Finance and Procurement teams

September 2023 - February 2025

Enterprise Sales Manager | Signzy

- Owned end-to-end SaaS sales for inbound and outbound enterprise leads in BFSI and fintech, achieving 90%+ of quota and contributing ₹2 Cr+ in ARR.
- Managed 100+ active opportunities simultaneously and maintained full ownership from demo to close, including live objection handling and stakeholder alignment.
- Closed strategic accounts including Chola Finance, TVS Credit, Karnataka Bank with deal sizes ranging from ₹15–25 lakhs (one time fee).
- Delivered personalized demos, guided trial implementation and handled technical discussions with 95%+ accuracy.
- Strengthened long-term account value through renewal planning, upsell opportunities and consultative CXO engagement.

October 2022 - September 2023

Senior Inside Sales Specialist | Practo Technologies

- Managed pan-India SaaS sales for over 100 hospitals and clinics, driving more than \$3M in revenue annually.

- Cross-functional Collaboration
 - Revenue Forecasting
 - LinkedIn Sales Navigator
 - Account Expansion
-

EDUCATION

August 2022

Bachelor of Engineering - BE |
Telecommunications Engineering
Dr. Ambedkar Institute Of
Technology

- Generated and closed 10–12 new accounts monthly through LinkedIn, email campaigns, inbound demo requests and referral-led outreach.
- Delivered value-led demos and onboarding with a 60% demo-to-close ratio in pan-India, cost-sensitive markets.
- Served as a product advisor and post-sale coordinator to ensure onboarding success and customer satisfaction.

July 2021 - December 2021

Business Development Executive | Unee Solutions

- I worked on SaaS-based B2B business development, where I helped initiate outbound prospecting and mapped decision-makers in target segments.
- I nurtured relationships with enterprise clients like Qualys, Siemens, Blue Yonder and HireQuotient, supporting tailored product demos and proof-of-concept discussions that helped shape successful pilot programs.

KEY ACHIEVEMENTS

- Own full-cycle sales across **APAC mid-market accounts (500–3,000 employees)** for an **AI-infused Strategic Response Management (SRM) platform** with **\$30K ARR deal size**
- Carry a quarterly quota of **3–4 deals (~\$90K ARR per quarter; \$360K annualized)** managing pipeline and forecasts end-to-end
- **Closed one customer and currently leading two POCs**, engaging named mid-market accounts including **Cloudwerx, CSM Technologies, Hitachi India Pvt Ltd** and other APAC organizations
- Generate pipeline through a **balanced outbound motion**, with **~50% SDR-sourced** and **~50% self-sourced outbound**, including proactive coverage of Tier-A target accounts
- Lead discovery and deal progression through **data-driven technical discussions and tailored AI demos**, aligned to customer workflows, security needs and measurable business outcomes
- Deliver **customized AI workflows and demos**, showcasing hands-on experience with **AI agents**, and clearly articulating AI guardrails, traceability, and risk mitigation to **C-level, VP, Director, Partner, and APAC stakeholders** across Presales, Bid Management, Technology, Sales Ops, Compliance and Finance
- Partner closely with **Sales Engineering** and collaborate directly with **customer-side engineering and technology teams** to validate AI workflows, integrations and enterprise readiness
- Navigate **multi-stakeholder, tech-heavy sales cycles**, aligning Sales, Legal, Security, Compliance, Finance and Procurement teams through to close