



Sasi Dharan

Enterprise Sales Account Executive

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I'm a creative business person with a **Get-it-done attitude** having **five years of experience** building new businesses in **SAAS**. I'm adept at solving complex business growth challenges with solid skills in time management and people skills. Currently, I'm looking for **challenging Enterprise sales roles** in promising teams to realize **mutual hyper-growth**. The message "Yes. Let's sign this" makes my day.

WORK EXPERIENCE

Sales Manager(Account Executive) VWO(Wingify)

07/2022 - Present

US Market

\$30Mn ARR SAAS company for website conversion optimization

Reported to Head of Sales

- Responsible for US-SouthEast Territory Sales. Carrying an annual target of \$600K.
- Generating own leads and collaborating with two SDRs for finding accounts and sketching prospecting strategies.

Account Executive Oorwin Labs

04/2021 - 05/2022

US Market

AI-Powered SaaS solutions to boost recruiter's productivity.

Reported to Director of Sales

- Carried an annual target of \$450K. Overachieved monthly quota: **Aug'21 - 155%, Oct'21 - 198%, Jan'22 - 220%**
- Onboarded **5 Enterprise Customers** from a new industry (non-staffing) and drove the product transformation.
- Trained a 3-member SDR team for outbound prospecting and sales qualification methodologies.

Enterprise Business Manager Botminds Inc.

05/2019 - 04/2021

US/India Market

Botminds is for Intelligent Document Process Automation using AI and ML.

Reported to CEO

- Closed **10+ enterprise deals** resulting in a total annual revenue of 800K from US and Indian BFSI.
- Developed and owned the multi-touch outbound campaigns that increased the **demo-setting rate by 5x**.
- Closely worked with the leadership team to create impactful presentations, proposals and **execute GTM strategies**.
- Attended industry events and built relationships that generated over **100 qualified deals**.

SKILLS

Enterprise Business Prospecting

SaaS Demo Presentation

C-Suite Negotiation

Go To Market Strategies

Copywriting

AI/MarTech Tech Sales Experience

EDUCATION

Mechanical Engineering Rajalakshmi Engineering College

08/2013 - 05/2017

INTERESTS

Tradeshows

Playstation

Volunteering

Stock trading

Video Making

Wordpress

CAUSES



Rescue animals from distress & life-threatening situations.



Being vegan for life and advocating animal rights.

WORK EXPERIENCE

Account Manager

SnackExperts

12/2017 - 01/2019

India Market

SnackExperts delivers unique preservative-free healthy evening snacks to 100+ offices.

Reported to CEO and Head of Sales

- End-to-End Sales Cycle Role. Managed a 4-member team responsible for more than 40 IT clients worth **two crore INR in revenue.**
- Built a new line of business with snack vending machines and led the selling of smartcard-based machines that resulted in closing **15 new enterprise clients.**

Founder EngineerJi

01/2014 - 10/2017

India Market

EngineerJi was a student-freelancing marketplace that helped startups to get gigs done at cheaper costs.

Achievements

- Built the online **student freelance marketplace** with more than 150 vetted student talents. Around 200 startup micro-projects were carried out through the marketplace.

TESTIMONIALS

Sasidharan has excellent selling and branding skills which will be invaluable for any growth team. He can be your next 10X talent for sure.
"Arun Prakash(Head of Sales - SnackExperts)"

Its great to watch you closely, your creativity and your willingness to learn new things. You are an elephant catcher, go for it.
"Gokul(CEO - Botminds Inc.)"