

## Pavan Charith Akhil Telapolu

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Sr. Account Executive | AI/Cloud Solutions | Mid-Market SaaS | \$4.5M in SaaS deals | 140% avg. quota attainment

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### EDUCATION

**STEM MBA** (Sales in Action & Quantitative Finance) | **Babson College**, MA | 08/2022 – 05/2024  
GMAT 730 | 3.5/4.0 GPA | Dean's Scholarship (\$50K).

*Consulting Project:* Built data-driven pricing strategy and GTM strategy for Korotu Inc.

**Bachelor of Business Administration** - Business Development | **GITAM University**, India | 07/2013 – 08/2016  
Outstanding Business Accounting Award | NSS Leadership Recognition.

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### PROFESSIONAL EXPERIENCE

**Cyepro Pvt Ltd** (AI CRM SaaS) | Hyderabad, India & Boston, USA

2019 – Present: - \$4.7M closed in 5 years | Promoted 3X (BDR → AE → Sr. AE) | MBA Sponsored by Cyepro

**Sr. Account Executive (Remote)** | Boston, USA. 05/2023 – Present

- **Achieved 1.5M ARR** by leading full –cycle sales for APAC/EMEA markets, developing GTM strategies that identified 3 high–growth regions.
- **Boosted demo-to-close rate by 10%** via **AI-driven workflows** and **MEDDPICC coaching**, adopted by **30% of clients** (reduced support tickets by **35%**).
- **Mentored 3 AEs**, elevating team win rates by **10% in 6 months** through **sales playbooks** that increased demo bookings by **20%**.
- Spearheaded **cross-functional collaboration** to launch an AI chatbot feature, **adopted by 30%** of clients and reducing support tickets by 35%.

**Sr. Account Executive** | Hyderabad, India 04/2021 – 07/2022

- Generated **\$1.4M ARR** (\$80K-\$120K ACV) through **strategic deal-making** and consultive selling, targeting automotive dealerships (50-200 employees). **exceeding quota by 120% YoY**.
- **Negotiated \$400K in multi-year renewals** using **ROI analytics**, slashing churn by **25%** through **C-suite alignment**.
- **Accelerated onboarding by 20%** with AI automation, driving **12% YoY upsell growth** across **17 Indian states**.

**Account Executive** | Hyderabad, India. 04/2019 – 04/2021

- Generated **\$1.1M ARR** across 40 mid-market deals (\$20K-\$60K ACV), consistently hitting **115-120% quota**
- Boosted lead-to-opportunity conversion by **15% in 4 months** using **predictive lead scoring**, outpacing industry averages (8-10%).
- Sustained an **80% renewal rate** through proactive QBRs and **KPI-driven account management**.

**Business Development Representative** (Hyderabad, India) 11/2018 – 04/2019

- **Orchestrated a financial prospecting system** combining MEDDPICC qualification and spin-selling techniques, executing 1,200+ hyper-targeted outreaches to build a 1.8M pipeline (**540K closed-won at 146% quota**) - then **codified the winning methodology** into a playbook adopted by 35+ BDRs, driving **20% higher response rates** and **15% faster pipeline velocity** company-wide.

**Amazon** | Hyderabad, India 10/2016 – 10/2018

**Risk Investigator** (Top 1% Performer)

- **Protected \$7M in potential loss** by analyzing 60K+ merchant accounts, developing **risk-assessment frameworks** later adapted for sales qualification.
  - **Reduced seller churn by 15%** by creating policies that balanced risk mitigation with **client experience**—a precursor to modern **customer success strategies**.
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### SKILLS, CERTIFICATIONS & TECHNOLOGIES

- **Sales:** MEDDPICC Mastery | HubSpot Sales certified | Salesforce | SPIN selling | Financial prospecting
- **Technical:** AI | AI-Powered CRM | Predictive Analytics | Cloud SaaS | Agile Framework | AWS Certified