

Pavan Chairth Akhil Telapolu

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Sr. Account Executive | Tech Sales Strategist

Proven Tech Sales Leader | \$4.7M in High-Value SaaS Deals | Cloud Strategist | MBA | Ex-Amazon Risk Analyst. Evolved from tackling million-dollar risk challenges at Amazon to driving SaaS sales success at Cyepro. Adept at data-driven consultative selling, scaling high-value pipelines, and securing multi-year contracts—**delivering a 25% surge in closed deals within 6 months.**

Work Experience

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

Cyepro Pvt Ltd | *AI CRM Software Provider*

- Directed **strategic market analysis** for APAC and EMEA expansion, identifying 3 high-potential regions and crafting a **GTM strategy** projected to yield **\$1.5M in new ARR within 12 months.**
- Architected a sales enablement playbook, driving a **20% increase** in demo bookings and **optimizing pipeline velocity** for mid-market accounts.
- Revamped post-demo engagement with a tailored communication strategy, boosting closed deals from demoed prospects by 10% in 3 months.
- Cultivated team excellence by **mentoring** 3 junior AEs in **MEDDPICC** methodology, elevating team win rates by **10% in 6 months.**
- Spearheaded **cross-functional collaboration** to launch an AI chatbot feature, **adopted by 30%** of clients and reducing support tickets by 35%.

(Pursued MBA in Quantitative Finance & Sales in Action at Babson College.) 08/2022 - 05/2024

Senior Account Executive (Full-Time) | Hyderabad, India. 04/2021 – 07/2022

Cyepro Pvt Ltd | *Promoted from Account Executive for exceeding quota by 120% YoY*

- Secured **\$1.4M in high-value ARR** (\$80K-\$120K ACV) through **strategic deal-making** and MEDDPICC methodology, targeting automotive dealerships (50-200 employees).
- Accelerated client onboarding by **20% in 9 months** with AI-driven workflows, fueling **12% YoY** upsell growth across **17 Indian states.**
- Negotiated **\$400K in multi-year renewals**, leveraging ROI analytics to **align C-suite stakeholders** and slash churn by **25%.**

Account Executive (Full-Time) | Hyderabad, India. 04/2019 – 04/2021

Cyepro Pvt Ltd | *Top 20% nationally in consistently hitting quota*

- 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

Cyepro Pvt Ltd | *Ranked #1 BDR of 35*

- Built a **\$1.8M** pipeline (\$540K closed-won) via 1,200+ targeted outreaches, **achieving 146% quota**
- Authored a prospecting playbook still in use, increasing **lead response rates by 20%** with precision outreach tactics.

Risk Investigator (Full-Time) | Hyderabad, India.

10/2016 – 10/2018

Amazon | *Top 1% Performer*

- Prevented **\$7M** in losses by leading forensic analysis of 60K+ high-risk accounts, reinstating 200+ merchants and unlocking **\$100K+** in products.
- Shaped **fraud prevention strategies, advising leadership** on 3 company-wide policies that **reduced merchant churn by 15%**.

Education

MBA in Quantitative Finance & Sales in Action | Babson College | Boston, MA.

08/2022 – 05/2024

Dean's Scholarship (\$50K) | GMAT: 730

Led Korotu Inc. consulting project: Designed GTM strategy, optimizing pricing via data analytics.

BBA in Business Administration | GITAM University | Vizag, India.

07/2013 – 08/2016

Outstanding Business Accounting Award | NSS Leadership Recognition

Certifications

The MEDDPIC Framework | LinkedIn sales Navigator | Salesforce Certified Sales Professional |
HubSpot Sales Software Certification | Agile Framework (Product Portfolio Management)

Skills

- **Sales:** B2B Sales, MEDDPICC, High-Value Deals, Quota Attainment, Pipeline Management, Contract Negotiation
- **Technical:** AI, AI-Powered CRM, Cloud, Predictive Analytics, Salesforce, HubSpot, Data-Driven Decision-Making
- **Leadership:** Team Mentoring, Cross-Functional Collaboration, Strategic Planning, C-Suite Engagement