



TENZING LAMA

ENTERPRISE SALES & ACCOUNT MANAGEMENT

PROFILE SUMMARY

Enterprise Sales and Account Management leader with 13+ years of experience driving revenue growth across SaaS, XR/VR, and technology sectors. Proven track record of closing six-figure deals, building GTM strategies, and expanding enterprise accounts across SEA, the US, and EMEA. Skilled in customer onboarding, upsell/cross-sell strategy, and leading high-performing sales teams to deliver ROI and long-term client success.

CORE SKILLS

- Enterprise SaaS Sales & GTM Strategy
- XR / AR / VR Sales & Adoption
- Enterprise Account Management & Expansion
- Customer Success & Renewals
- Pipeline Development & Forecasting
- Sales Leadership (SDR/BDR Teams)
- Contract Negotiation & Stakeholder Management
- Tools: Salesforce, HubSpot, Zoho CRM, LinkedIn Sales Navigator

WORK EXPERIENCE

Senior Manager, Business Development at AutoVRse, Remote. India

MARCH 2025 - TILL DATE

- Lead North America market expansion and India regional sales for enterprise XR/VR solutions across manufacturing, pharma, FMCG, and automotive sectors.
- Onboarded multiple enterprise clients currently in pilot phase, with projected conversion to six-figure annual contracts.
- Own strategic alliance development and partnership strategy, building channel relationships to accelerate market penetration.
- Drive end-to-end sales execution, including inbound lead management and self-generated outbound campaigns, demonstrating full-cycle ownership.
- Position VR as a scalable solution for enterprise training, safety compliance, and operational simulation, accelerating adoption in traditional industries.

Account Director - Enterprise Sales at DronaHQ, Remote. India

AUGUST 2024 - FEBRUARY 2025

- Manage a portfolio of 40+ enterprise accounts across the global region.
- Delivered 100% retention and renewal rates while driving 3x net new revenue per quarter through strategic upsells and cross-sells.
- Drove platform adoption by leading customer onboarding, milestone reviews, QBR, and ROI-driven success planning.
- Built strategic growth opportunities with enterprise clients, including Adastra, Drata, Purple, and CleverTap.

Senior Sales Manager at GMetri Technologies, Remote. India

JANUARY 2023 - JANUARY 2024

- Closed 12+ strategic enterprise accounts by selling XR-based training & onboarding solutions with an average deal size of \$14K.
- Partnered with global clients to build immersive learning experiences, driving enterprise adoption.

CONTACT

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Remote - India
(Bengaluru, KA / Dimapur, NL)

[LinkedIn](#)

BIRTH YEAR: JUNE 1987

EDUCATION

2005 - 2008
MITS, NAGAPUR, INDIA
Bachelor of Theology

LANGUAGES

English (Expert)
Hindi (Fluent)

HOBBIES

Carpentry (DIY)
Guitar
Mobile Games

SALES SKILLS

- Business Development
- Key Account Management
- Client Acquisition
- Lead Generation
- Cold Calling
- Product Demonstration
- Enterprise Business
- Outbound Campaign Management

ACCOUNT & CUSTOMER MANAGEMENT

- Customer Success
- Account Expansion & Upselling
- Client Onboarding
- Stakeholder Engagement

SALES LEADERSHIP & STRATEGY

- Team Management
- Sales Training & Coaching
- Hiring & Talent Development
- GTM Strategy & Execution

TECHNICAL EXPERTISE

- Software as a Service (SaaS)
- XR/AR/VR Solutions
- Enterprise Technology Sales
- Low Code / No Code

TOOLS & PLATFORMS

- CRM Management (Salesforce, HubSpot, Zoho)
- LinkedIn Sales Navigator
- Sales Engagement Tools
- Sales Intelligence Platforms

WORK EXPERIENCE

Senior Business Development Manager at Builder.ai, Remote. India

JANUARY 2022 - AUGUST 2022

- Led enterprise sales efforts for AI-powered custom software development solutions across multiple industry verticals.
- Worked alongside the SDR function to optimize lead generation while independently driving outbound campaigns to accelerate pipeline development.
- Closed high-value enterprise deals by consulting with C-suite and technical stakeholders on digital transformation and application modernization needs.
- Positioned platform value proposition for complex custom development projects, competing against traditional dev shops and offshore providers.

Senior Sales Manager at Xoxoday, Bengaluru. India

MARCH 2019 - DECEMBER 2021

- Owned GTM and sales for the North America region, achieving a record-breaking \$560K purchase order.
- Managed a team of global SDRs, leading inbound & outbound processes, improving conversion rates by 30%.
- Drove enterprise adoption across HRTech SaaS solutions, expanding large accounts in the region.

Inside Sales Manager at Kaseya, Bengaluru. India

AUGUST 2018 - FEBRUARY 2019

- Sold IT management SaaS solutions across the North America region.
- Consistently achieved \$65K quarterly quota, contributing to ARR growth.

Business Development Manager at Sumeru Software, Bengaluru. India

OCTOBER 2016 - DECEMBER 2017

- Led greenfield business development for an Audit Management SaaS solution across India, operating with 100% outbound sales motion.
- Single-handedly generated a pipeline through trade shows, exhibitions, and direct prospecting without marketing or sales enablement tools.
- Closed initial enterprise customers through extensive field travel and stakeholder engagement, validating early product-market fit.
- Gained valuable experience in early-stage startup sales, market validation, and navigating product development challenges.

Sr. Business Development Executive at Infracore, Bengaluru. India

APRIL 2016 - SEPTEMBER 2016

- Prospected and built a pipeline for data protection SaaS solutions.
- Contributed to early-stage market expansion in the US.

Inside Sales Account Manager at Dell, Bengaluru. India

AUGUST 2010 - NOVEMBER 2015

- Managed enterprise & SMB accounts, consistently achieving \$200K–1.2M USD quarterly quotas.
- Exceeded quota by 300-400% quarter-over-quarter.
- Ranked among the top ISAMs globally for overachievement.