

ALRAZI BASHIR

Enterprise Account Executive | AI Voice Infrastructure | CPaaS | CCaaS | Conversational AI | Cloud Contact Center
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Enterprise Account Executive with 6+ years of full-cycle sales experience in AI voice infrastructure, CPaaS platforms, and cloud CCaaS solutions targeting mid-market and Fortune 1000 organizations. Expertise in engineering-led sales motions across conversational AI, real-time communications, and production-grade contact center infrastructure. Consistent quota overachievement managing \$65K–\$550K ACV deals across complex, multi-stakeholder buying groups with multi-month sales cycles in regulated industries.

Enterprise Sales Focus: AI Voice | CPaaS | CCaaS | Conversational AI | Real-Time Communications | Contact Center Transformation | Complex Sales Cycles | Technical Discovery | Multi-Stakeholder Enterprise Sales | Regulated Industries

EXPERIENCE

Telnyx · AI Voice & Communications Infrastructure

Enterprise Account Executive Jan 2025 – Present

- Carry \$1.2M annual quota; own enterprise territory across mid-market and large enterprise segments, managing multi-stakeholder buying committees through 6–9 month evaluation cycles with engineering, product, and CX leadership
- Lead engineering-driven technical discovery against production requirements, latency, carrier-grade reliability, and scalability to close AI voice infrastructure and conversational AI deployments with ACVs of \$65K–\$550K
- Displace incumbent CPaaS and legacy telecom providers by positioning Telnyx's infrastructure on cost efficiency, low-latency routing, and enterprise uptime; close multi-year committed agreements
- Manage full sales motion from PoC scoping to commercial close with VP and C-suite economic buyers across parallel technical and business evaluation tracks

Cyara · AI-Powered Chatbots + Contact Center Testing

Enterprise Account Executive Jan 2023 – Dec 2024

- Led full-cycle sales of AI-powered contact center testing, LLM-based conversational AI validation, and CCaaS monitoring into Fortune 1000 organizations; managed \$75K–\$225K ACV deals across 5–7 month multi-stakeholder cycles
- Engaged VP- and C-level buyers across IT, CX, and QA to align automated testing strategy with enterprise CCaaS transformation roadmaps on Genesys Cloud and Amazon Connect; structured multi-year agreements to maximize TCV
- Scoped IVR automation, regression testing, and QA frameworks across CPaaS-integrated enterprise environments in partnership with professional services

Quota Attainment: 102% | **Multi-Year Contracts:** 9 closed (3-year terms) | **Career TCV:** \$1M+

INTERLINK · RPA & Intelligent Automation

Mid Market Account Executive Mar 2021 – Aug 2022

- Drove net new business in regulated mid-market accounts through consultative sales motions; managed \$60K–\$180K ACV deals across 4–6 month cycles aligned to digital transformation mandates
- Closed 6 net new logos through structured technical discovery and value-based sales in compliance-driven verticals

Quota Attainment: 95% | **Career Deals Closed:** \$850,000+

Twilio · Contact Center, Cloud Communications, SIP Trunking

Enterprise Account Executive Mar 2019 – Feb 2021

- Sold CPaaS, real-time communications, programmable messaging (SMS/MMS/2FA), SIP trunking, and contact center solutions to engineering and C-suite buyers in healthcare and fintech; managed \$90K–\$420K ACV deals across 6–9 month cycles in compliance-regulated industries
- Executed 40+ enterprise discovery cycles across multi-stakeholder accounts; advanced deals through technical and executive buying committees to close \$1M+ supporting large-scale digital transformation

Career Deals Closed: \$1M+ | **Quota Attainment:** 92%

Motive · IoT, Fleet Telematics Platform

Mid-Market Sales Development Manager Feb 2017 – Feb 2019

- Built and coached an SDR team through structured performance development and pipeline accountability; attributed to \$450K+ in closed-won revenue in Year 1 · Facilitated promotion of 2 SDRs to Commercial AE

Samsara · IoT, Fleet Telematics Platform

Mid-Market Sales Development Apr 2017 – Dec 2017

- Early-career role concurrent with Motive transition sourced \$500K in qualified pipeline with 50% meeting-to-opportunity conversion, presenting AI-enabled fleet management and telematics platforms to mid-market logistics accounts

Quota Attainment: 96%

EDUCATION

Kennesaw State University — Bachelor of Business Administration (B.B.A.)

SALES METHODOLOGIES & TOOLS

Methodologies: Challenger Sale · MEDDIC · MEDDPICC · Solution Selling | **CRM & Tech:** Salesforce · HubSpot · SalesLoft · 6sense · ZoomInfo · Apollo.io · Gong · G Suite

CERTIFICATIONS & PLATFORM EXPERIENCE

Cloud & AI: AWS Cloud Essentials for Business Leaders · AWS Amazon Connect · Building an ML-Ready Organization (AWS) · Introduction to Generative AI (Google) · Genesys Cloud CX: Overview (Jun 2024) · Genesys Cloud CX: Professional (In Progress)

CCaaS & CPaaS Platforms: Genesys Cloud CX · AWS Amazon Connect · Cyara Botium & Velocity · Twilio Flex · SIP Trunking · AI Voice Infrastructure · CPaaS · Real-Time Communications