

SULAV RAJBHANDARY

SALES | ACCOUNT MANAGEMENT | GTM

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PROFESSIONAL SUMMARY

Quota-carrying sales and account management professional with experience across B2B telecom and AI infrastructure. Managed 150+ client accounts and an \$830K+ ARR portfolio, while owning prospecting, discovery, relationship management, renewals, upsell/cross-sell, and full-cycle sales activities. Experienced in high-volume outbound, CRM pipeline management, consultative selling, and engaging technical and executive decision-makers.

EXPERIENCE

Founding GTM

Jun 2026 – Present

Vistana | San Francisco, CA

- Lead go-to-market efforts for an AI infrastructure startup providing dedicated, managed GPU compute to AI teams.
- Build and execute outbound campaigns using UnifyGTM, LinkedIn Sales Navigator, email, and cold outreach to engage founders, infrastructure leaders, engineering teams, and other technical decision-makers.
- Run buyer discovery to understand compute requirements, budget, deployment timelines, contract terms, and infrastructure needs, then coordinate tailored commercial proposals.
- Manage opportunities across the sales cycle, including discovery, pricing, quotes, follow-up, contract discussions, and coordination with infrastructure suppliers and internal stakeholders.
- Source dedicated GPU compute from infrastructure providers, evaluate capacity, pricing, deployment timelines, and technical requirements, and coordinate supply options against buyer needs. Help build supplier relationships and repeatable GTM processes in an early-stage environment.

Regional Account Manager

Feb 2024 – Jun 2026

Cogent Communications | San Francisco Bay Area

- Managed a portfolio of 150+ client accounts totaling \$830K+ in ARR, serving as the primary point of contact for relationship management, customer questions, issue resolution, and growth opportunities.
- Maintained a \$3K monthly MRR quota while managing the full sales cycle from prospecting and discovery through closing, onboarding, and ongoing account management.
- Generated pipeline through high-volume cold calling and outbound email campaigns, engaging decision-makers and uncovering new business opportunities.
- Identified cross-sell and upsell opportunities by uncovering customer needs and recommending relevant connectivity and network solutions.
- Conducted regular customer check-ins and QBR-style conversations to reinforce value, support renewals, and maintain strong client relationships.
- Used CRM tools to track customer interactions, manage tasks and opportunities, maintain accurate pipeline records, and coordinate internal resources.

Growth Marketing / Marketing Intern

Jul 2022 – Sep 2022

SpringML (Egen) | San Jose, CA

- Analyzed Salesforce data to build TAM reports and visualizations used by 20+ account executives to support territory and prospecting strategy.
- Conducted outbound outreach to HR departments to cultivate new business relationships and identify prospective opportunities.
- Performed market research and competitive analysis to identify growth opportunities and inform go-to-market initiatives.

EDUCATION & SKILLS

San Jose State University

B.S., Business Administration - General Business
2019 – 2023

Core Skills

Full-Cycle Sales • Account Management • Cold Calling • Outbound Email •
Prospecting • Discovery • Consultative Selling • Upselling & Cross-Selling •
Customer Retention • CRM / Salesforce • UnifyGTM • LinkedIn Sales
Navigator • Pipeline Management • Compute Sourcing • Vendor
Management • QBRs • Client Onboarding