

SACHIN VYAPARI

Bangkok, Thailand | +66 0951474047 | sachinvyaparid@gmail.com | LinkedIn

PROFESSIONAL SUMMARY

Revenue-Generating Customer Success & Account Management professional with 5+ years of experience in SaaS, digital advertising, consultative sales, and client relationship management. Generated USD 50K+ revenue, managed high-value accounts, and maintained 90%+ KPIs with 100% client satisfaction. Proven expertise in customer growth, account expansion, product adoption, and stakeholder management across Thailand, India, Germany, and Singapore.

KEY SKILLS

Core Skills: Account Management | Customer Success | Client Relationship Management | Global Partnerships | Strategic Account Growth | Customer Retention | Consultative Selling | Revenue Growth | Stakeholder Management | Cross-Functional Collaboration | Multicultural competency | Digital Advertising & Marketing Solutions | Product Adoption

CRM: HubSpot, Salesforce, Leadsquared, ZoomInfo, CRM Optimisation

Tools: LinkedIn Sales Navigator, Apollo, Microsoft Office, Google Workspace, Canva

Languages: English (Fluent), Hindi (Native), Marathi (Native), German (Beginner)

PROFESSIONAL EXPERIENCE

Account Specialist- Meta Marketing Pro

TDCX Thailand, Bangkok, Thailand

Feb 2026 - Present

- Managed 20+ Most Valued Partners (MVPs) with annual advertising revenue exceeding USD 1M, driving account growth and product adoption.
- Generated USD 50,000+ in revenue through consultative selling, account optimisation, and strategic client engagement.
- Conducted 100+ proactive agency and advertiser outreach activities, identifying growth opportunities and strengthening client relationships.
- Maintained 90%+ KPI achievement and 100% client satisfaction through end-to-end account management and cross-functional collaboration.

Executive - Global Partnerships and Sales Enablement

Tarmack, Remote

Nov 2025 - Jan 2026

- Managed global partnership operations across 150+ countries, supporting EOR, payroll, and compliance solutions while ensuring 100% CRM data integrity.
- Drove cross-functional collaboration across Sales, Compliance, Payroll, and Operations, improving deal turnaround by 15% and reducing response times by up to 20%.

Inside Sales Specialist

Sugar.fit, Bengaluru, India

Mar 2025 - Jul 2025

- Converted 35% of 100+ weekly leads into customers through expert consultations and persistent follow-ups.
- Surpassed monthly sales targets by 15% via relationship-building and solution-driven approaches.
- Maintained 100% input/output compliance, achieving consistent performance metrics and adherence to KPIs.

Pre-Sales Associate

Livspace, Bengaluru, India

May 2024 - Nov 2024

- Delivered personalised consultations, achieving client satisfaction rates exceeding 90%.
- Mastered 50+ product features to increase the quality of customer interactions by 30%.
- Enhanced customer loyalty and retention through tailor-made home décor solutions, increasing repeat business.

Executive- Online Sales

Veena World, Mumbai, India

Dec 2018 - Jan 2020

- Delivered customised travel solutions to 5,000+ clients, improving satisfaction scores by 20%.
- Achieved 100% approval across over 1,000 tour packages, driving positive client reviews and repeat bookings.

Store Manager

Home-e-Decor, Mumbai, India

Aug 2014 – Jun 2016

- Increased customer spend by 40% through effective upselling strategies, generating over INR 300,000 in new revenue.
- Improved team efficiency by 30% via staff coaching and process optimisation, ensuring consistent client experiences.

EDUCATION

- **MBA Coursework, International Marketing**
IU University of Applied Sciences, Germany **Mar 2020 - Sep 2023**
- **Master of International Business**
Curtin University of Technology, Singapore **Jul 2016 - Oct 2017**
- **Bachelor of Management Studies**
S K Somaiya College, University of Mumbai, India **June 2011 - Apr 2014**

CERTIFICATIONS

- Meta Certified Digital Marketing Associate – Meta
- Generative AI Mastermind Certification – Outskill
- ZoomInfo Copilot and Sales Certification – ZoomInfo
- Customer Experience Management – Udemy
- Inbound Marketing Certification- HubSpot

PROJECTS AND INTERNSHIPS

BCG Strategy Consulting Simulation – Forage

Jan 2023 – Feb 2023

- Designed customer-focused apparel solutions resulting in a projected 20% sales impact.

Global Digital Marketing Intern, Henkel (Düsseldorf, Germany)

Dec 2021 – Apr 2022

- Optimised 5,000+ adhesive and industrial product listings, increasing conversions by 30% and improving search efficiency by 40%.