QASIM SHIRAZI

ENTERPRISE SALES | SALES ENGINEERING | AI SOLUTIONS

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PROFESSIONAL PROFILE

Enterprise SaaS seller and solutions-focused technical professional with 12+ years across cloud, data integration, cybersecurity and AI-enabled software. Experienced in executive discovery, tailored demonstrations, team leadership, AI adoption and closing complex opportunities.

SELECTED CAREER RESULTS

* Six-time Presidents Club recognition and multiple number-one sales rankings.
* 300%+ quota attainment in previous roles; daily, weekly and monthly sales records.
* Ranked number one globally at Ooma among 100+ sales professionals; approximately 65% inbound close rate.
* Led AI-agent demonstrations and helped support deployments for 300+ businesses.

PROFESSIONAL EXPERIENCE

OOMA | Senior Inbound Account Executive

Enterprise SaaS / Cloud communications / AI Receptionist

* Customer-specific demonstrations, discovery and full-cycle selling of cloud communications, connectivity and AI-enabled business offerings.
* Top-ranked global sales performance and sales enablement through sharing effective presentations and customer approaches.

REVIEWS DIAMOND AI | Global Operations Sales Manager / Sales Engineer

AI agents / SaaS automation / Adoption

* Demonstrated AI sales-agent platforms, mapped business workflows and supported technical solution conversations, onboarding and implementation.
* Achieved the company’s highest demo win rate and helped support implementations for more than 300 businesses.

ACTIAN / HCL SOFTWARE | Cloud Sales Engineer / Technical Team Lead

Data integration / ETL / Technical presales

* Led discovery, tailored cloud data demos, technical walkthroughs and POC planning with business and engineering stakeholders.
* Supported Account Executives, led a Sales Engineering team and coached colleagues on product demonstrations and deal strategy.

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ADDITIONAL PROFESSIONAL EXPERIENCE

MICROSOFT | Cloud Sales Executive

Azure / Cloud security / Enterprise solutions

* Led technical discovery, demonstrations and full-cycle customer conversations involving Azure, Microsoft Sentinel, Defender and Dynamics.
* Connected cloud and cybersecurity capabilities to customer requirements while coordinating technical and business stakeholders.

EARLIER SAAS & SALES LEADERSHIP

EasyWorkforce / Franklin Hamilton / DISH / Small Business Solutions / Vision Group

* Held multiple top-ranking positions, exceeded quota and set sales records across organizations.
* Mentored sales colleagues and demonstrated business software and digital services for consultative customer evaluations.

SELECTED ENTERPRISE ENGAGEMENT

Closed an anonymized $100K Ooma enterprise engagement in approximately 45 days, navigating executive stakeholders including a CEO and CRO, using discovery and an AI-enabled communications business case.

SOLUTIONS ENGINEERING & DEMONSTRATIONS

* Technical and executive live demos, requirements mapping, POCs, architecture discussions, technical storytelling and pre-sales enablement.
* Cloud and security: Azure, Microsoft 365, Sentinel and Defender. Data: ETL, warehousing, integration, APIs and SQL.
* AI: AI receptionists, voice agents, business workflow automation, AI sales agents, customer adoption and human oversight.

INDEPENDENT APPLIED AI & RESEARCH

Builds AI-assisted workflows for business analysis, computational research and evidence evaluation. Public projects include cloud security and GRC repositories, with mathematical papers and technical writing at Shirazi AI Labs.

CERTIFICATIONS

Microsoft Certified: Azure Fundamentals (AZ-900) | Security Operations Analyst Associate (SC-200)