

PROFESSIONAL SUMMARY

Senior Sales and GTM Executive with a track record of scaling early-stage startups and closing enterprise deals. Highly technical, leveraging AI and automation to optimize sales workflows and accelerate pipeline velocity. Proven ability to define go-to-market strategies and drive revenue growth in competitive markets.

EXPERIENCE

Senior Account Executive & GTM Lead | Sensible

Nov 2023 - Present

- **Strategic Growth:** Early-stage GTM hire instrumental in defining sales motions and expanding market presence.
- **Record Deal Closure:** Secured the company's largest deal to date with AMI, valued at over **\$320,000**.
- **Revenue Generation:** Managed and closed a high volume of mid-market and enterprise accounts with an average ACV of ~\$50,000.
- **Sales Engineering & Automation:** Architected internal sales automation systems using LLMs to automate transcript processing, follow-up drafting, and sales deck generation.

Partnerships and Channel Sales Executive | Twingate

Mar 2022 - Oct 2022

- **Channel Strategy:** Drove channel sales strategy and partnership development for a Zero Trust Network Access (ZTNA) solution.
- **Partnership Alliance:** Created the Twingate Partnership Alliance and signed up 20+ initial channel/MSP partnerships.
- **Ecosystem Growth:** Expanded partner ecosystem and aligned sales motions with strategic channel partners to drive indirect revenue.

Director of Sales (Promoted from Founding AE) | DNSFilter

Aug 2019 - Jan 2022

- **Rapid Promotion:** Promoted from Founding Account Executive to Director of Sales after demonstrating consistent top-tier performance and leadership.
- **Revenue Leadership:** Surpassed **\$540,000 ARR** quarterly goal 6 quarters in a row as Sales Manager. As an AE, generated over **\$600k ARR** in just 6 months.
- **Team Building:** Built the sales organization from the ground up, hiring, training, and managing a high-performing team of **5 AEs, 2 BDRs, and 1 SE**.
- **Process Optimization:** Transitioned team to Salesforce and built commission tracking, forecasting systems, and the initial sales playbook.

Account Executive | Zillow Group

Dec 2017 - Mar 2019

- **Top Performer:** Averaged **150% quota attainment**, exceeding sales quota of \$90,000 ARR every month.
- **Revenue Impact:** Generated over **\$1.4M in revenue** over 14 months, managing the full sales cycle from cold outbound to close.

SKILLS & EXPERTISE

Core Competencies

Enterprise Sales

Go-To-Market Strategy

Sales Process Engineering

Complex Deal Cycle Management

Contract Negotiation

Channel Partnerships

Pipeline Management

Technical Stack

AI-Driven Prospecting (LLMs)

Salesforce

Outreach.io

HubSpot

Notion

LinkedIn Sales Navigator

EDUCATION

Bachelor of Arts in Journalism | California State University, Chico

May 2009