

Professional Highlights

Career Progression:

- First made money by creating a neighborhood landscaping business, did driveway sealing, scooped fish at Petco, sold dialup internet in a call center, and sold gutters for a local contractor. After college transitioned to enterprise software sales.
- In the last decade as an individual contributor, I created and closed over \$12 million in new software revenue and directly contributed to a tech startup being acquired by Box.

Quota achieving experience:

- 2022: \$4M quota and \$4.4M sold
- 2020: \$2.5M quota and \$2.5M sold.
- 2019: \$2M quota and \$3M sold. Out of 4 salespeople, this represented 84% of the company's annual Cloud FastPath revenue.
- 2018: \$1M quota and \$1.4M sold.
- At Oracle earned President's Club and multiple quarterly MVPs out of 100+ Technology Account Managers.

Example big deal experience:

- Cultivated and closed over \$2M in new revenue with Kaiser Permanente, one of the nation's largest healthcare and insurance providers. This included a multi-year software (SaaS) and professional services engagement to support their digital transformation initiatives.

Startup DNA experience:

- Experienced being the first sales hire for a couple software startups where I created something from nothing.
- At Cloud FastPath (formerly called Tervela), I was the first sales hire, we started in 2013 with zero customers, zero revenue, and a product that did not have a validated use case. I created all the company's revenue and customers for the first few years before we hired a sales team.
- In 2021 my personal efforts led to Cloud FastPath being acquired by Box for 8-figures. I created this Box relationship from nothing and supported it over multiple years. Worked across the organization (C-level, Technical Consulting, Sales, Customer Success, Support, Product Management).
- I am the only person from the business side of Cloud FastPath team that Box retained. In the first year I managed the legacy customers, helped the Box GTM team sell the new software offering, and then later transitioned to selling Box's software solutions, focusing on large strategic enterprise accounts in the West.

Experience

Founder and Operator | The Sales Detective | March 2024 – Present

The Sales Detective is a Sales, GTM Engineering, and Clay Consultancy that specializes in being or improving your "sales hunting machine."

We have a unique combination of sales, systems, and AI expertise to either scale what great revenue generation looks like for your offering, or help you discover what works.

<https://www.thesalesdetective.com>

Large Enterprise Account Executive | Box | February 2021 – March 2024

Box is the leading Enterprise Cloud Content Management and Collaboration platform.

- Joined Box from the Cloud FastPath acquisition. My first year at Box focused on managing the legacy Cloud FastPath software business, while also helping Box employees and customers take advantage of this newly acquired technology.
- Closed over \$5M in revenue.
- Transitioned to managing large strategic accounts in the West region where there is a mix of existing customers and greenfield.
- Lead an Account Team that includes a Sales Engineer, Customer Success Manager, Outbound Sales Rep, Consulting, and other specialists.
- Execute ideas to get into new accounts and grow existing customers usage of Box.

Director of Sales & Business Development | Cloud FastPath (formerly Tervela) | 2013 – 2021

Cloud FastPath is an enterprise SaaS solution used to centrally manage and execute file migrations to the cloud, and between cloud file systems, with built-in data analytics.

- Efforts included cultivating our first customers, partners, and growing the business from zero revenue to a multi-million-dollar venture acquired by Box for 8-figures.
- Top individual revenue contributor throughout term. For example:
 - 2020: \$2.5M quota and sold \$2.5M.
 - 2019: \$2M quota and \$3M sold. Out of 4 salespeople, this represented 84% of the company's annual Cloud FastPath revenue.
 - 2018: \$1M quota and \$1.4M sold.

Business Development and Sales Manager | Akiban Technologies | 2012

Akiban Technologies provided a cloud-scale New SQL database.

- Cultivated & closed Akiban's first revenue and reference customers while being the company's first sales employee.
- Akiban was acquired by FoundationDB and they were subsequently acquired by Apple.

Director of Sales / Account Manager | Attunity | 2011

Attunity provides information availability software solutions that enable access, management, sharing and distribution of data across heterogeneous enterprise platforms, organizations, and the cloud.

- Individual contributor role for selling Attunity's software solutions to the West region.
- Attunity was acquired by Qlik.

North American Account Manager | Linguamatics | 2010

The company develops enterprise search tools for the life sciences sector. The core natural language processing engine (I2E) uses a federated architecture to incorporate data from 3rd party resources.

- Cultivated a \$300k pilot deployment with a top-ten pharmaceutical company.
- Built pipeline from zero to \$1.4M in a year.
- Helped launch new SaaS offering of our NLP Text Mining technology.

Field Technology Sales Manager | Oracle | 2006 – 2009

Oracle offers a collection of cloud technologies, applications, databases, storage and servers to empower modern business.

- Earned President's Club in FY2007
- MVP: Q3 FY2008 for Technology Sales OD West Strategic Accounts (100+ Reps)
- MVP: Q1 & Q3 FY2008 for SMB West Higher Education
- Closed the first Service Level Management solution deal in Oracle Corporation Higher Education history while concurrently ascertaining the first SLM reference customer
- In FY2008 I achieved 82% territory growth and in FY2007 I achieved 176% to quota
- Promoted from Inside Sales to Field Sales within my first 8 months

Neuroscience Sales Specialist | Takeda Pharmaceuticals / Publicis Selling Solutions | 2005-06

Takeda is a global, research and development-driven pharmaceutical company.

- Takeda hired my Contract Sales company, Publicis Selling Solutions, to launch two new, first in-class products.
- Ranked first out of nine field sales representatives in my district for the highest achieved percentage to goal from products launch to my last quarter in territory (130% to quota)

Education

- BS in Business Administration – majored in Marketing | University of Buffalo (2005 graduate)
- Molecular and Cellular Biology | Harvard Extension School (Fall 2010)

References:

Multiple CEO's (and who reported to), Sales Managers, CTO, Controller, VP of Customer Support, Director of Partnerships, Director of Consulting.