

NOAH J. KLEIN

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GROWTH-FOCUSED BUSINESS DEVELOPMENT PROFESSIONAL

8+ years of experience executing go-to-market and growth strategies in emerging technology and IT sectors. Proven track record in establishing sales pipelines, driving strategy execution, and scaling revenue across U.S. and global markets.

EXPERIENCE

Meridian Growth Consultants - Business Development & Management Consultant (Oct 2023 - Present)

- Provide fractional business development leadership to clients in emerging technology and IT sectors.
- Conceived and implemented go-to-market strategies for 4 companies; built and managed dedicated SDR teams.
- Raised \$1.2M in seed capital for AI/robotics startup Snorble, Inc.
- Delivered \$500K in revenue for Ologic, Inc. via targeted outreach and scalable sales processes.
- Grew a marketing firm from \$200K to \$450K ARR in 12 weeks (Q1 2025).
- Built a pipeline within 3 months for a carpet-cleaning company, boosting annual revenue 150% and securing a \$21K/month partnership.
- Generated a \$10M+ enterprise pipeline for a FinTech SaaS startup.
- Overhauled GTM for an AgTech firm: booked 20% of prior-year revenue in one quarter and sustained 8% MoM growth; improved conversion from 2.3% to 9.5%.
- Scaled revenue from \$350K to \$1.2M in 12 months for Net3Marketing, Inc.; increased sales conversion 33%.

LegacySecure, Inc. - Chief Executive Officer & Founder (Feb 2020 - Oct 2023)

- Founded and led an IoT/SaaS startup for agricultural technology; raised approximately \$500K across two funding rounds.
- Established key performance indicators and launched pilot programs across U.S. and Latin America.
- Built a pipeline of 14 enterprise opportunities worth \$5M+ ARR and closed \$1.2M over 3 years.
- Achieved 35% compound monthly growth (Q3 2022 - Q1 2024).
- Inventor on USPTO Patent 11,614,732 (issued Mar 28, 2023) for sensor-array data systems.

Beartree Security, Inc. - Business Development Executive (Contract) (Feb 2019 - May 2020)

- Closed \$760K in new business within 14 months, exceeding sales targets.
- Penetrated insurance and community-banking sectors through networking and outbound prospecting.
- Managed 2 SDRs, set budgets, KPIs, and performance tracking.
- Won two government contracts totaling approximately \$300K by leading RFP responses.

SKILLS

Go-to-Market Strategy | Outbound Sales | Team Building | Sales Cycle Management | Account Management | B2B Sales | CRM (Salesforce, HubSpot) | Marketing | Financial Modeling | Enterprise & Inbound Sales

LANGUAGES

English (Native) | Spanish (Fluent)

EDUCATION

B.A. in English - Goucher College (June 2014)