



## Rob Rodgers

### Account Executive

Rob Rodgers is an enterprise sales professional with experience driving growth across SaaS, research & advisory, and data solution environments. His background includes enterprise account management, public sector sales, sales leadership, and account expansion across industries including government, healthcare, financial services, manufacturing, and supply chain. He has guided executive teams across departments through complex buying decisions, aligning business, operational, and technology priorities.

Rob built the foundation of his consultative selling approach at Gartner, where he held roles spanning enterprise account management, business development, and frontline sales leadership. During his tenure, he earned recognition for exceptional client outcomes and team development. Gartner's business-outcome-focused methodology shaped how Rob thinks about sales processes, an approach that closely aligns with the ValueSelling Framework. At ZoomInfo, he helped enterprise organizations evaluate and implement go-to-market data and workflow solutions, navigating complex technical, operational, and organizational buying decisions.

Drawing from experience across both SaaS platforms and advisory-based solution selling, Rob brings a practitioner's perspective to conversations around sales effectiveness, customer alignment, and revenue growth. His cross-industry background and years working with GTM leaders allow him to connect commercial strategy with the challenges and priorities that drive modern revenue teams.

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