gloo

Enterprise Sales Executive





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About Gloo

The Technology Platform for the Faith Ecosystem
Gloo (NASDAQ: GLOO) is the leading technology enabled platform built to serve the global ecosystem of churches and mission-driven organizations. By integrating values-aligned AI, engagement tools, and distribution channels, Gloo helps people, leaders, and nonprofits amplify their impact and advance human flourishing.

Founded in 2013, Gloo exists to support a simple but powerful belief: a connected and thriving Church can change the world, one life at a time. That conviction drives the Gloo platform's design to connect individuals, churches, donors, publishers, and networks into a digital ecosystem where everyone can do more of what they're called to do.

Backed by world-class investors and a strong board, Gloo has grown steadily since its founding. They have had a disciplined build & buy strategy that has supported the development of the core Gloo platform as well as strategic acquisitions to expand their ability to support the global faith ecosystem. The company IPO'd in December 2025, marking another key milestone that further strengthens Gloo's capital structure and ability to serve the global church. The December 2025 IPO was not a typical exit strategy, but a move to secure 'permanent capital'—ensuring Gloo can invest in long-term innovation and infrastructure for a global faith-based market valued in the trillions.

High Tech. Higher Purpose.





Solutions for the Faith Ecosystem
Gloo equips churches and mission-driven organizations with a suite of integrated tools that amplify missional impact, all through a centralized technology platform built specifically for the faith ecosystem.

Gloo Workspace – *Powerful Tools for Ministry Leaders*
Offering a suite of AI-powered tools and resources, Gloo Workspace helps ministry leaders understand and connect with congregants, reach new ones, and engage them in compelling ways—all in one place.

Gloo 360 – *Managed Services for Mission Driven Organizations*
Gloo 360 provides large mission-driven organizations with managed technology services, from embedded IT services (like Workday, Salesforce, NetSuite, HubSpot, Oracle, AWS, Snowflake, and others) to custom-built solutions, Gloo 360 helps organizations maximize their use of technology so they can do what they do best - advance their mission and multiply their impact.



Gloo AI – *Values Aligned AI*
Gloo is leading the global movement … from technology to industry collaborations … to create values-aligned AI so it always contributes to the holistic wellbeing of every individual.

Mission

We're building the leading technology platform to serve the faith ecosystem.

Vision

A world where every person can flourish and be all they were born to be.

Purpose

We shape technology as a force for good - serving those who serve, to help them scale their purposes, so people flourish and communities thrive.

Principles

We Shape Technology for Good
So you can amplify your impact with tools you trust

We Release Collective Strength
So you can achieve more together than alone

We Enable Ecosystem Trust
So you can collaborate with greater confidence

We Serve Those Who Serve



Executive Team

Gloo is led by Founder and CEO Scott Beck. Scott was the former Vice Chair & CEO of Blockbuster, Chairman & CEO of Boston Market, Chairman & Founder of Einstein Brothers Bagels, and Investor/ Board Member for Ancestry.com.

Pat Gelsinger, former CEO of Intel and VMware, serves as Gloo's Executive Chairman and Head of Technology. Pat chairs Gloo's board and leads several key corporate functions including product and engineering.

In addition to Scott and Pat, Gloo has built a world-class Leadership Team whose responsibilities span the full spectrum of Gloo's solutions and support systems.





Key Customers and Partners

AMERICAN BIBLE SOCIETY

Biblica

CT CHRISTIANITY TODAY

COMMUNITY of HOPE CHURCH

CROSSPOINT CHURCH

cru

grace church

LIGONIER MINISTRIES Renew your Mind.

CONTINENTAL THEOLOGICAL SEMINARY · PROJECT RESCUE ·

rightnow MEDIA

Saddleback Church

HOLY BIBLE YouVersion

Capital Partners

Capital Partners are mission-aligned organizations who have joined the Gloo Ecosystem to extend their reach and impact. By integrating their expertise with Gloo's platform, these partners unlock new opportunities to serve churches and leaders at scale.

Barna Group is a leading research organization focused on the intersection of faith and culture, providing data-driven insights to help Christian leaders navigate a changing world.

Carey Nieuwhof Communications helps church leaders build more effective ministries by offering step-by-step training, live coaching, and access to a private online community.

Church Law & Tax delivers legal and financial guidance to church leaders through trusted experts and AI-powered tools—backed by 40+ years of experience.

ChurchSalary offers world-class online compensation tools that help churches make fair, transparent, and strategic compensation decisions.

Church.Tech is built to help church staff spend less time with technology and more time with people.

Igniter is a robust media library for worship services.

Masterworks helps Christ-like organizations accomplish their missions through marketing, fundraising, and consulting.

Midwestern supports software and technology teams at any stage of their product journey with experienced, scalable human capital solutions.

Outreach Inc. equips churches and faith-based organizations with affordable print, digital, and film resources to support their ministry.

Servant is a full-service, faith based business and technology consultancy helping organizations build digital infrastructure, strategy, and talent pipelines to grow their mission.

VisitorReach helps churches reach more local visitors by turning one-to-many advertising into personalized one-to-one SMS conversations.

Westfall Gold is an experience design agency and fundraising consultancy for organizations passionate about advancing good.

Multinational AI solutions to reach every person.

The Opportunity

As Gloo continues to expand and integrate its solution offerings, the need to go-to-market with a unified "platform-oriented" sales motion has become a key priority. Large churches and parachurch ministries are increasingly incorporating Gloo's technology and technology enabled solutions. To accelerate adoption and bring lift to the faith ecosystem, Gloo is making a significant investment in an enterprise sales team to quarterback new opportunities across the market.

This expanding team is focused on identifying, pursuing, and cementing new client partnerships with large ministries, global humanitarian organizations, and Christian universities. These organizations can experience meaningful operational lift as they rely on the Gloo Platform and its suite of managed services to strengthen back-office execution and increase their ability to operate on mission.

Selected candidates will step into a true Blue Ocean environment. Demand is strong, and the current pipeline exceeds internal capacity. The platform itself is differentiated, including CALLM, the first Christian aligned Large Language Model designed to integrate values aligned AI directly into enterprise workflows. This is not a point solution sale. It is a platform conversation at the highest levels of the organization.

This is a pure enterprise hunting role leading complex, multimillion dollar technology and managed service sales cycles, engaging executive level decision makers, and shepherding opportunities from first conversation through signed partnership. Identifying and managing large engagements where Gloo's CALLM AI solution will be a missional force multiplier will also be in scope for the Enterprise Sales Executive. The ideal candidate will have a track record of closing large enterprise platform deals, strong technical fluency across modern SaaS and managed service environments, and a genuine enthusiasm for serving mission-driven organizations. The opportunity is not only to close significant contracts, but to help customers unlock greater mission impact through the thoughtful application of technology.



Key Responsibilities & Profile

- Drive new logo acquisition across large enterprise faith-based organizations, humanitarian nonprofits, and Christian universities
- Lead complex, multimillion-dollar Managed Service, technology, and AI sales cycles, typically in the $2M to $4M+ range
- Operate as a true hunter with full responsibility for sourcing, developing, and closing new business
- Engage executive-level stakeholders including CIOs, CFOs, and ministry leaders
- Position the Gloo Platform as a unified enterprise solution with managed services encompassing finance, talent, martech, and other core functions, AI-enabled workflows, and full technology stack integration
- Execute a 'frictionless' platform sale that often includes taking over a client's entire IT infrastructure and personnel to allow them to focus solely on their mission.
- Act as the lead 'quarterback' on complex deals while being supported by internal technical experts who ride with you to architect the solution.
- Sell across enterprise ecosystems including Salesforce, Workday, Oracle, NetSuite, HubSpot, AWS, Azure, GCP, Snowflake, Databricks, and related platforms
- Navigate structured enterprise sales methodology such as MEDDIC
- Partner with internal technical experts to architect solutions while maintaining executive-level ownership of the sales cycle
- Negotiate and structure sophisticated, high-value, multi-year contracts
- Travel as needed to support enterprise selling in a remote-first environment
- Demonstrate clear faith alignment and authentic motivation to serve Christian mission-driven organizations







Contact Us

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