

Brendan Walsh

SMB Account Executive

✉ brendan.walsh@email.com
☎ (555) 366-1118
📍 Austin, TX
🌐 linkedin.com/in/brendanwalsh

SUMMARY

High-velocity SMB AE with 5 years closing transactional SaaS deals at HubSpot and Zoom. 141% quota and 112 new-logo deals at HubSpot in a single year, 38% trial-to-paid conversion (14 points above team average), and a documented 14-month SDR-to-AE promotion at Zoom.

EXPERIENCE

SMB Account Executive

HubSpot - Starter Hub • Cambridge, MA (Remote, Austin TX) • 07/2022 - Present

- 141% of quota in FY24 (\$1.04M ARR / \$740K target); closed 112 net-new logos averaging \$9.3K ACV
- Achieved 38% trial-to-paid conversion vs 24% team average (14 points higher) using Outreach sequences and Gong-led demo coaching
- Sourced 41% of pipeline self-prospected (vs 22% team average); built a 60-day outbound playbook adopted by the SMB pod (8 reps)
- Coached 3 newly hired AEs through ramp; all 3 hit quota by month four

Account Executive (SMB)

Zoom Video Communications • San Jose, CA (Remote, Austin TX)

09/2020 - 06/2022

- Promoted from SDR to AE in 14 months after hitting 138% in the SDR class
- 127% of quota across 6 trailing quarters; closed 92 deals at \$14.5K average ACV
- Hit ramp quota in 60 days as an AE - top 5% of new-hire class

Sales Development Representative

Zoom Video Communications • San Jose, CA (Remote) • 07/2019 - 08/2020

- 138% of SDR quota in trailing year; generated \$2.8M in pipeline with 78 qualified opportunities

EDUCATION

Bachelor of Arts

University of Texas at Austin • Austin, TX • 05/2019

Communication Studies

SKILLS

Inbound Velocity Selling
Outbound Prospecting (Outreach)
HubSpot CRM / Sales Hub
Salesforce / Salesloft
Gong / Chorus Call Coaching
Trial Conversion Tactics
Self-Sourced Pipeline

LANGUAGES

English • Native

STRENGTHS

Velocity Pricing

112 logos in a year - top decile of SMB pod by deal volume.

Conversion Discipline

38% trial-to-paid - 14 points above team average.

CERTIFICATES

HubSpot Inbound Sales Certified

HubSpot Academy • 08/2022

Sandler Foundations

Sandler Training • 11/2021