Graham Hill

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SUMMARY

Enterprise Account Executive for cybersecurity/SaaS across enterprise & public sector; Full sales cycle: prospecting, discovery, negotiation, close (MEDDIC, BANT); CRM discipline (Salesforce/HubSpot) with daily hygiene; executive storytelling; Have been successful in reaching new leads through 3 ways, email, linkedin and phone. book an average 7 meetings a week and receive responses from about 25 potential delivering measurable impact. (MEDDIC, BANT); Salesforce and Hubspot delivering measurable impact. (MEDDIC, BANT); No delivering measurable impact. (MEDDIC, BANT); Have been involved in many SaaS sales, Aurea in which had a product catalogue of over 30 titles delivering measurable impact. (MEDDIC, BANT); Have averaged 120% of quota in previous roles, have always maintained at least 150% of target with pipeline. (MEDDIC, BANT); Qualify leads using a hybrid of classic frameworks (BANT for quick triage, MEDDICC for complex deals) combined with deep pre-call research, trigger-event monitoring, and ICP mapping. During discovery delivering measurable impact. (RFP, Salesforce); Combine outbound prospecting-using ICP mapping, trigger events, and multi-channel outreach-with inbound lead conversion, where apply scoring, rapid response, and tailored follow-ups. This approach lets me generate new pipeline. (MEDDIC, BANT); Excel at building rapport quickly through active listening and asking thoughtful, discovery-driven questions that uncover the real pain beneath the surface. adapt communication style to fit different stakeholders-from delivering measurable impact. (MEDDIC, BANT); Ensure meet or exceed appointment booking targets by combining disciplined prospecting with consistent follow-up and personalization. use structured outreach sequences, monitor performance metrics closely, and adjust messaging or delivering measurable impact. (MEDDIC, BANT); Maintain a full sales pipeline by consistently prospecting, segmenting leads by fit and intent, and using CRM tools to track every opportunity. rely on structured follow-up sequences, lead. (MEDDIC, BANT); 've studied advanced sales frameworks through PClub.io, which strengthened skills in discovery, prospecting, and multi-threaded deal management. also actively follow Cole Gordon, Taki Moore, and Traffic & Funnels delivering measurable impact. (MEDDIC, BANT); 've thrived in remote sales roles by creating a disciplined structure that keeps me both productive and accountable. set clear daily activity targets, block time for prospecting, follow-ups, delivering measurable impact. (MEDDIC, BANT); Connect with potential clients on social channels by combining research and personalization with consistent engagement. study their content, company updates, and trigger events to tailor outreach, then use delivering measurable impact. (MEDDIC, BANT); Approach collaboration with sales and marketing teams by keeping feedback loops tight and focused on data. share insights from discovery calls about objections, buying signals, and pain points, delivering measurable impact. (MEDDIC, BANT); Believe high performance comes from being driven, disciplined, and coachable - set clear goals, hold myself accountable, and constantly look for ways to improve. pair strong communication and delivering measurable impact. (MEDDIC, BANT).

SKILLS

\*\*Domains:\*\* Enterprise & Government

\*\*Methods:\*\* Prospecting, Discovery, Negotiation, Closing, Forecasting

\*\*Platforms:\*\* -

\*\*Security:\*\* MEDDIC, BANT, RFP, Salesforce, HubSpot

\*\*Collaboration:\*\* Marketing, Presales, Leadership; Partner co-selling; Playbook mentoring

WORK EXPERIENCE

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EDUCATION

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AWARDS & RECOGNITION

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