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.; Salesforce and Hubspot.; No.; Have been involved in many SaaS sales, Aurea in which had a product catalogue of over 30 titles.; Have averaged 120% of quota in previous roles, have always maintained at least 150% of target with pipeline.; 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.; 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.; 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.; 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.; 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.; '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.; '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,.; 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.; 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,.; 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.; Generate new pipeline via multi-channel outreach (email, LinkedIn, phone), averaging ~7 meetings weekly and ~25 responses.; Proficient with Salesforce and HubSpot for disciplined pipeline hygiene and KPI tracking.; Extensive SaaS experience, including managing a catalogue of 30+ products at Aurea.; Consistently 120%+ to quota; maintain 150%+ target coverage through disciplined prospecting and follow-up.; Use BANT for quick triage and MEDDICC for complex cycles, supported by research, trigger-event monitoring, and ICP mapping.; Combine outbound ICP-based prospecting with fast inbound conversion using scoring, rapid response, and tailored follow-ups.; Build rapport through active listening and discovery questions tailored to stakeholder needs across functions.; Hit appointment-booking targets through structured sequences, metric monitoring, and iterative message testing.; Sustain a full pipeline via consistent prospecting, segmentation by fit/intent, and rigorous CRM workflows.; Trained on advanced frameworks (e.g., PClub.io) and continually level up via industry operators and playbooks..

SKILLS

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

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

\*\*Platforms:\*\* -

\*\*Security:\*\* MEDDIC, BANT, RFP, Salesforce, HubSpot, Passwordless, Identity-first, Endpoint, Government, Zero Trust, NIST CSF, NIS2, MFA

\*\*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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