

Dylan Langford

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PROFESSIONAL EXPERIENCE

Fortinet, Frisco, TX

2025-Current

Strategic ITAM (Territory Account Manager)

- Promoted twice throughout tenure from Renewals/CC ITAM to SMB ITAM, then to Strategic ITAM
- Multiple quarters exceeding quota as both an ITAM and STAM (156% and 184% in billings)
- Multiple awards throughout quarters, such as Team MVP, Friend of the SE, and Quota Buster

Cloudflare, Dallas, TX

2023-2024

Enterprise Account Executive

- Led new hires in meetings booked and achieved 100% of ramp-up quota in the first quarter
- Promoted from mid-market to enterprise AE after the first quarter
- Worked cross-functionally with BDRs, SEs, SAs, and CSMs to ensure appropriate attention to both new & existing clients, as well as attending events with them to drive business (CISOMeet)
- Key Accounts: NHL, Fox Rehab, Nikon, Virgin Pulse, Personify Health, Alvaria, Flowcode

Fortinet, Frisco, TX

2021-2023

Strategic ITAM (Territory Account Manager)

- Promoted twice throughout tenure from Renewals/CC ITAM to SMB ITAM, then to Strategic ITAM
- Multiple quarters exceeding quota as both an ITAM and STAM (156% and 184% in billings)
- Multiple awards throughout quarters, such as Team MVP, Friend of the SE, and Quota Buster

OmniCounts, Richardson, TX

2020-2021

Account Executive

- Instrumental in building a sales playbook and developing the startup sales org
- 104%+ of quota in the first year
- Built a healthy pipeline and increased contacts in the CRM database by 180%
- Big win of \$350k multi-year deal with a large shoe retailer

EDUCATION

The University of Texas at Dallas, Richardson, TX

May 2021

Bachelor of Science, Business Administration, Concentration in Sales

Sales Concentration Degree Program, Multiple Center for Professional Sales Award

ORGANIZATION EXPERIENCE

National Society of Leadership and Success, Member

Boy Scouts of America, Eagle Scout & Order of the Arrow

UTD Center for Professional Sales, Member

ADDITIONAL INFORMATION

Certifications and Licenses: HubSpot Sales Software Certified, Salesforce Trailhead Adventurer, NASBA Ethical Leadership Certification, USCA Certified Sales, Intro to MEDDIC, Fortinet NSE 1, 2, and 3

Tools: Salesforce, HubSpot, LinkedIn Sales Navigator, Microsoft Office 365 Suite, ZoomInfo, xiQ, SalesIntel, SalesLoft, Outreach, Chorus.ai, MacOS, Windows, Android, Google Workspace, Excel, Outlook, PowerPoint, DocuSign, HighSpot, Tableau, Adobe Suite, IronClad, Outreach, Gong

Skills: Closing, Complex Sales, B2B Complex Sales, Cold Calling, Project Management, Sales Presentation, Sales Demo, Forecasting, Strategy, Business Development, Account Strategy, Collaboration, Customer Service, Marketing, Networking, Analytical, Negotiation, Customer Relationship Management, Written Communication, Verbal Communication, Problem-Solving, Account Management, Consultative, Business Process, Needs & Opportunity Identification, Outside

Sales, Multi-threaded Engagement/Cadence, Executive Presences, C-Suite Engagement, Prospecting, Challenger, SPIN, MEDDPPIC

Eligibility: US Citizen, Eligible to work in the US full-time with no restrictions