Stetson Ramey

{software_developer || owner || sales_executive}

I'm a lifelong learner and problem-solver with a knack for understanding customers' needs while possessing the skills to help them achieve their goals. I want to work where my passion for technology and my commitment to helping others succeed can have the biggest impact. I love what Sourcegraph is doing with Amp, and I want to help companies apply it and tools like it.

Since 2022, I've owned the full sales cycle with medium and large enterprise companies—from discovery and scoping through road-mapping, closing deals worth $50k+, and then building custom solutions myself.

Now I'm eager to continue my progression by contributing to Sourcegraph's mission of making it so everyone can code. There are two reasons that make me the perfect fit for this position:

First, I've built technical sales expertise across diverse industries, giving me a unique perspective on how to sell to complex organizations. I've navigated technical specifications with construction teams, presented ROI analyses to executives, and managed multi-month decision processes across industries ranging from real estate development to venture capital. I've seen many of the same problems and recognize that the fundamentals of technical sales remain constant: understanding what people need (and want), building trust with stakeholders, and delivering solutions that demonstrate understanding of their needs. At Sourcegraph, my experience will help me quickly understand how different types of organizations think about and decide to buy your tools.

Second, I have a proven track record of not just hitting sales targets, but building and leading teams that consistently exceed them. As owner-operator of Great Plains Painting, I managed a sales team of 2-3 reps while also selling directly, averaging $500k annually with a 40% close rate on estimates. I developed our sales processes, hired and trained reps, and created the systems that allowed us to scale from a solo operation to a team-driven business. I learned to take care of and nurture my sales team and was always ready to dive in and support them when they experienced blockers.

Sourcegraph feels like an ideal fit for several reasons. I've followed Thorsten Ball's work for years and deeply admire his approach to development and writing. AMP is incredible—I loved it from the first use. Beyond the technology (and Thorsten), I'm drawn to your mission of making coding accessible to everyone. As a self-taught developer who's not a CS major, I know how magical it feels when you can finally instruct these machines to solve complex problems. Pressing 'return' and watching code run is a real thrill.

I think I'm a great fit for your company and this role. This position will challenge me to hone my existing skills, master new ones, and be around people I already admire and respect. I hope to talk to you in the near future!

Sincerly,
Stetson Ramey