

BRANDON BARNES

SALES | SALES ENABLEMENT | GTM OPERATIONS

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EXPERIENCE

Senior Mid-Market Account Executive

Aug 2025 – Present

Agicap — Austin, TX

- \$500K pipeline in first full quarter; top-performing AE.
- Ramped 5 BDRs on cold calling, email writing, and pre-call research.
- Led Trellus rollout enablement (live training + report filtering) with RevOps.
- Interviewed new hires, led North American webinars with finance influencers

Strategic Partner Manager

Apr 2024 – Aug 2025

LogicMonitor — Austin, TX

- 100%+ of plan with no ramp period; contributed \$1.2M in ARR growth
- Built partner initiatives to improve customer engagement and retention.
- 15% travel for customer onsite, events, business reviews

Account Executive

Feb 2022 – Mar 2024

Vanta — Austin, TX

- \$1.3M ARR across 2022–2023; 10–12 net-new logos monthly.
- Asked to present enablement session around pre-call research, personability at company SKO (~150 attendees).

BDR → Senior BDR → SMB AE → Mid-Market AE

Oct 2019 – Feb 2022

LogicMonitor — Austin, TX

- #1 BDR: \$765K closed-won from prospecting and AE partnership.
- Most new logos on SMB AE team (19) across Q1–Q3 2021.
- Authored MSP BDR Playbook for onboarding new hires
- While ramping to MM AE, coached four new hires

SKILLS

ENABLEMENT

Onboarding & ramp programs, cold call coaching, email frameworks, talk tracks, pre-call research, call review (Gong)

TOOLS

Salesforce, HubSpot, Gong, Clari, ZoomInfo, Trellus, G2 Intent

GTM OPS

Tooling adoption, intent workflows, pipeline inspection, reporting & filtering, RevOps partnership

THE EXTRAS

Improv performer, smash burger extraordinaire, chocolate chip cookie expert, Scooby Doo impressionist

EDUCATION

Texas A&M University

Graduated Aug 2018

Sport Management — Graduated in 3 years while supporting 30–40 hrs/week of D1 basketball program responsibilities. Worked for Men's Basketball program as a manager.