BRIAN TOURGEE

CONTACT

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EDUCATION

Bachelor of Science: Political Science
Keene State College, Keene, NH

CORE SALES SKILLS

- Enterprise SaaS Sales
- Hunter - New Business Development
- Full-Cycle Sales Ownership
- Complex Deal Negotiation
- Executive & Multi-Threaded Selling
- Pipeline & Forecast Management
- Contract & Pricing Negotiation
- Consultative Selling
- Stakeholder Engagement
- Executive Selling
- Value-Based Selling

WHAT YOU GET WHEN YOU HIRE ME

- Hunter / New Business Oriented
- Process Oriented & Planner
- High-Energy & Driven, Results-Oriented
- Ethical & Customer-Focused
- Competitive, Yet Collaborative
- Team-Oriented & Cross-Functional
- Self-Directed & Disciplined
- Inquisitive & Continuous Learner

TECHNOLOGY &

WORK HISTORY

January 2025 - January 2026
Senior Account Executive , *Cloudmore*, Stockholm, Sweden

Microsoft CSP Billing, Subscription Platform (SaaS)

$600K quota | 111% attainment
$100K–$1Mil ARR | Typical deal size
Departments engaged: Finance, Operations, IT, and Sales
Personas: CFOs, CIOs, CROs, CTOs, & FinOps

- #1 revenue-generating AE in 2025, net-new business only in a hunter role
- Led net-new enterprise pipeline creation for a Microsoft CSP billing and subscription platform in a hunter-focused role.
- Advanced multi-stakeholder deals through discovery, proof-of-value, security review, and procurement.
- Built executive alignment with Finance, IT, and Cloud leadership to support long-term expansion.

July 2023 - December 2024
Senior Sales Executive, *Mavenoid*, Stockholm, Sweden

AI-Powered SaaS Platform (SaaS)

$770K Quota |127% attainment
$100K–$500K ARR | Typical deal size
Personas: CXO, CFOs, CIOs, CROs, CTOs,
Departments engaged: Customer Experience, Operations, IT & AI teams

- #1 revenue-generating AE in 2025, driving 100%+ net-new business hunter & expansion role
- Owned full-cycle enterprise SaaS sales motions, including discovery, proof-of-value, negotiation, close, and expansion.
- Originated and closed six-figure enterprise opportunities through proactive outbound and consultative selling.
- Positioned an AI-powered support platform against incumbent CX tools by demonstrating reductions in support load and time-to-resolution.
- Partnered with engineering, product, and customer teams to validate real-world AI impact during POVs.

January 2022 - June 2023
Senior Account Executive, *Sauce Labs*, San Francisco, CA

Enterprise Testing & Reliability Platform - Mobile and Cloud Native

$800K Quota | 107% attainment
$100K–$1Mil ARR | Typical deal size:
Departments engaged: Engineering, QA, DevOps, Platform

- **Personas: VP Engineering, Directors of QA, DevOps Leaders, CIO/CTO and Infrastructure**

- Exceeded quota selling enterprise testing and reliability solutions into global engineering organizations.
- Closed six-figure enterprise deals by navigating security, procurement, and legal approval processes.
- Advanced complex QA, Infrastructure and DevOps evaluations by aligning technical outcomes with release velocity and risk reduction.
- Expanded strategic accounts through increased platform adoption across QA, DevOps, and engineering teams.

January 2017 - December 2021
Senior Account Executive, *Apica Software*, Stockholm, Sweden

Enterprise Synthetic Monitoring and Load Testing(SaaS)

$1M Quota | Consistent over-attainment
$100K–$500K+ ARR | Typical deal size
Departments engaged: Testing Dev, IT Operations, DevOps, SRE and Infrastructure
Personas: Heads of Testing VP IT Operations, DevOps Directors, Development, CIO/CTO, SRE leaders

- Consistently exceeded quota selling enterprise Synthetic Monitoring and load-testing solutions.
- Owned full-cycle enterprise sales motions from cold outreach through proof-of-value, negotiation, close, and expansion.
- Expanded strategic enterprise accounts through increased platform adoption and solution optimization.

PROFESSIONAL SUMMARY

Strategic SaaS sales leader with 10+ years closing and expanding enterprise and mid-market accounts across AI-driven, testing, cloud, and , Dev platforms.

- Successful selling into Engineering, DevOps, QA, IT, Product, Security, and Finance —partnering with ICs through VPs, CTOs, CIOs, and CFOs
- Proven track record of $250K–$1M+ ARR deals with technical and executive buyers
- Consistent top-performer (e.g., #1 rep, 125%+ attainment, multi-year quota success)
- Expert in full-cycle sales: pipeline creation, POVs, security/procurement, close
- Trusted partner to engineering, product, and leadership teams in complex sales cycles

HEADLINE

Enterprise Account Executive | Hunter & Expansion | Complex SaaS Sales