

Jack Agnew

Summary

Dynamic sales professional with 20 years of experience in data analytics and transformation for Gartner Magic Quadrant companies. Proven track record in SaaS sales, driving ARR from \$75k to \$1M+. Skilled in working with both large enterprises and startups, with a passion for making impactful contributions. Extensive experience in managing key accounts and driving significant revenue growth.

Experience

Vertical Market Executive, Oil & Gas

Ideagen | 2024 - 2025

- Developed an Oil & Gas Vertical for this SaaS provider of Safety and Compliance software. Sold to new logo customers in the Energy, Utilities and Aerospace/Defense industries.

Lead Account Executive, Enterprise

Talend / Qlik | 2021 - 2023

- Developed three US territories, recognized as a leader in Data Integration and Analytics.
- Closed the largest "Strategic Architect as a Service" deal (\$1.6M).
- Notable deals: Aristocrat Gaming (\$300k), Ball Corp (\$1.6M), Schnucks Markets (\$350k), Maritz (\$400k).

Senior Account Manager

Halliburton / Landmark | 2017 - 2020

- Sold millions in software and services across exploration, drilling, completions, and production.
- Key sales to Pioneer, Hunt, XTO, Range Resources, Matador, and Red Bluff.

Senior Account Manager -- Texas, Oklahoma, Louisiana, and Arkansas

eSentire Inc. | 2015 - 2016

- Led sales and business development in the TOLA region.
- Closed first deal within 60 days and established profitable channel partnerships.

Account Executive

Noetix Corporation | 2013 - 2015

- Sold Data Warehouse/Business Intelligence software and consulting projects.
- Closed the largest license and support deal in company history (\$1.4M + \$300k).
- Notable deals: NewNet (\$500k), Nabors (\$1.5M).

Enterprise Sales / C-Level Sales

2009 - 2013

- Contributed to the launch of three startups: Bonamentis, ComplyData, and Enacomm.

Strategic Account Executive

TIBCO Software Inc. | 2005 - 2008

- Identified and won new accounts including SYSCO, State of Texas, and Brinker International.
- Notable deals: HEB (\$500k), CashAmerica (\$500k), State of Texas (\$500k), Brinker (\$1.1M), SYSCO (\$1.8M).

Account Executive

CaseCentral | 2002 - 2004

- Sold cloud-based electronic discovery software to law firms and Fortune 500 companies.
- Closed the largest sale to date (\$2M).

Global Account Manager / Account Manager / NT Solutions Sales

Oracle | 1997 - 2002

- Sold over \$22M in Oracle software, achieving 183% of revenue plan in the first year.
- Notable deals: ERCOT (\$500k), TXU (\$1M), Lumen (\$2M, \$900k, \$1M), Excel (Vartec) (\$4M), PrimeCo (Verizon) (\$1M), XO Communications (\$3M, \$1M, \$1M), OneOk (\$7M), AT&T (\$500k).

Education

University of Texas, Arlington

Bachelors of Arts, History

MIT - Certification in Data Science and Big Data Analytics: Making Data-Driven Decisions

Contact

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