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Top Skills

Presentations

Miller Heiman Strategic Selling

Data Governance

Certifications

Talend Data Fabric Explorer

Corporate Storytelling Workshop

The Science of Well-Being -- Yale University

Data Science and Big Data Analytics: Making Data-Driven Decisions

Jack Agnew

Experienced Sales Leader in Data Analytics & Transformation |
SaaS Sales Expert | Driving Impactful Results

Dallas, Texas, United States

Summary

Dynamic and results-driven sales executive with 15 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+. Expert in building collaborative relationships and effortlessly establishing rapport with diverse personalities in various industries, including telecommunications, utilities, retail, and oil & gas.

Passionate about forging partnerships and creating lasting professional connections across Texas, Oklahoma, Louisiana, Arkansas (TOLA), and selected accounts throughout the U.S., Mexico, and Latin America. Recognized for award-winning enterprise software sales and a strong work ethic.

Key Skills and Expertise:

Award-Winning Enterprise Software Sales

IBM SmartCloud/Tivoli/ITSM/Edge Dashboards

Business-to-Business (B2B, EDI)

Applications Sales (ERP, HR, CRM)

Core Technology Sales (Database, SOA)

Master Data Management (MDM)

Managed File Transfer (MFT)

Business Intelligence (BI)

Litigation Support and e-Discovery

iPhone and Android Application Marketing

Solution Selling Methodology (Xerox "Buyer Focused Selling")

Telecommunications, Utilities, Retail, Oil & Gas Industries

Salesforce.com

Experience

Ideagen

Enterprise Sales Executive

July 2024 - January 2025 (7 months)

Dallas, TX

Unifying deep regulatory expertise and innovation, the Ideagen Platform is built for regulated and high-compliance industries (like Energy and Aerospace/Defense) to protect their people, customers, operations and reputations. It enables you to collaborate on, manage and improve governance, risk and compliance processes for EHS, quality, audit, operational and enterprise risk management.

Qlik

Lead Account Executive, Enterprise - Talend

September 2021 - August 2023 (2 years)

Dallas, Texas, United States

Developed three different territories in 18 months for this company recognized as a leader in Data Integration and Data Quality. Sold largest "Strategic Architect as a Service" deal in company history (part of a \$1.6 Million two-year subscription) in July 2023. Named Sales rep of the quarter twice including Q2 2023.

Products/solutions sold: Data Movement (ETL, ELT), Data Quality

Decision Maker sold to: CDO, CIO, CFO, Directors

What size companies sold to: Enterprise (\$1Billion/revenue and up)

Sales Cycle: 3 – 12 months

Deal Size: \$100k - \$1 Million +

Halliburton

Senior Account Manager at Halliburton, Landmark Software and Services Group

June 2017 - April 2020 (2 years 11 months)

Dallas/Fort Worth Area

Sold millions of dollars of software and services across exploration, drilling, completions, and production to Oil & Gas companies in North Texas and Oklahoma. Key sales to Pioneer, Hunt, XTO, Range Resources plus smaller companies like Matador and Red Bluff.

Selected for Data Science sales initiative and related coursework through a joint program between Landmark and MIT, including a certificate from MIT: Data Science and Big Data Analytics: Making Data-Driven Decisions

Learned Python and modern Artificial Intelligence/Machine Learning techniques. Developed sales plan for field development project, identified 43 potential target accounts, jointly developed with a key customer, and sold it to multiple companies. Developed another plan for production project and sold to multiple customers.

Products/solutions sold: Energy Industry Saas and ML/AI, Digital Transformation

Decision Maker sold to: CEO, CIO, COO, CFO, Directors

What size companies sold to: Enterprise (\$1Billion/revenue and up)

Sales Cycle: 6 – 9 months

Deal Size: \$250k-\$1Million

Quota: \$1.5, \$1.5, \$2 Million

Quota Achieved: \$1.6, \$1.8, \$2.2 Million

eSentire Inc.

Senior Account Manager -- Texas, Oklahoma, Louisiana and Arkansas
2015 - 2016 (1 year)

Senior Business Development Exec -- TOLA (Texas, Oklahoma, Louisiana and Arkansas)

Sales and business development for this cyber security as a service company based in Canada. Led push into new markets including banking, insurance, oil and gas, and healthcare.

Notable Achievements:

- Sold first deal within 60 days of start date. Set up and developed profitable channel partners in Dallas, San Antonio, Baton Rouge and Oklahoma.

Noetix Corporation

Account Executive

2013 - 2015 (2 years)

Account Executive, South Central US

Sales of Data Warehouse/Business Intelligence software and consulting projects, primarily to Oracle e-Business Suite customers. Sell to large and medium accounts for oil & gas, manufacturing, and biotech industries.

Notable Achievements:

- Sold largest license and support deal in Noetix's twenty-year history (over \$1.4 million, plus \$300k consulting, six months after joining the company (in direct competition with Oracle).

C-Level Sales

Enterprise Sales

January 2009 - September 2012 (3 years 9 months)

Served as key figure at Bonamentis in the development of an iPhone and Android self-checkout system for retailers that used smartphones and offered real-time couponing based on customers' self-scanned items. Prepared marketing materials and conducted pitch meetings with HEB Grocery and AT&T. Worked on all phases of getting ComplyData up and running, a Cloud-based (SaaS) oil and gas software provider to the HSEQ (Health, Safety, Environmental and Quality) community. Brokered meetings that resulted in key wins for Enacomm, a startup that offered hosted IVR to financial services, software, and telecom companies.

Notable Achievements:

Significantly contributed to the overall launch of three startup companies.

Gained valuable experience in all facets of startups.

TIBCO Software Inc.

Strategic Account Exec

July 2005 - December 2008 (3 years 6 months)

Identified and won new accounts, including SYSCO, State of Texas, Cash America, HealthMarkets, ATX, and Brinker International. Expanded the TIBCO footprint at HEB Grocery and Sabre.

Notable Achievements:

Ranked #3 out of 15 reps in the region, 2008.

Named "IT Vendor of the Year – 2008" by Brinker International.

CaseCentral

Account Executive

2002 - 2004 (2 years)

Sold to large corporate legal departments and AMLAW 200 law firms.

Notable Achievements:

Closed company's largest cloud-based electronic discovery sale to date (\$2 million) to corporate client, resulting in connecting multiple law firms nationwide in defense of Oxycontin-related lawsuits.

Oracle

Global Account Manager/AT&T (2000-2002), Account Manager (1998-2000); NT Solutions Sales (1997-1998)

1996 - 2001 (5 years)

Quickly rose from Solutions Sales to Account Manager to Global Account Manager in six year as a result of successful sales numbers and new business wins.

Notable Achievements:

Named "Top Technology Sales Representative" in the United States in Oracle's Communications and Utilities organization (at 251% of quota), 2001. President's Club Winner, 2001.

Multiple Quota Club Winner, 1997, 1998, 1999, 2000, 2001.

Named "Newcomer of the Year" in 1999, first full year as Account Manager.

#1 Account Manager in region or group twice in four years; sold more than \$22 million in Oracle software, not including additional revenue for consulting and education.

In first year with Oracle achieved 183% of revenue plan.

Education

The University of Texas at Arlington

Bachelor of Arts (BA), History · (1984 - 1986)