

# MOHAMED MAJID

## Senior Account Executive & Partner Manager

LinkedIn Profile

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Malmö, Sweden | Copenhagen, Denmark

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### PROFESSIONAL SUMMARY

Results-oriented Senior Sales Executive and Partner Manager with extensive experience in AI, SaaS, Neuroscience, and media industries. Proven ability to:

- Identify new Ideal Customer Profiles (ICPs), driving significant revenue growth.
- Forge strategic partnerships and manage high-value client portfolios.
- Train and lead sales teams, closing high-value deals for global markets.

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### STRENGTHS AND EXPERTISE

AI & SaaS Sales	Go-To-Market Execution	Fortune 500 Account Expansion
Neuro- and Behavior Science	Global Account Growth	Data-Driven Advisory
Enterprise Account Management	Strategic Partnerships	Customer-Centric Consultancy

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### PROFESSIONAL EXPERIENCE

#### NEURONS INC

AI/SaaS/Neuroscience company, Copenhagen

**Senior Account Executive & Partner Manager | July 2023 – Present**

**Junior Account Executive | March 2023 – June 2023**

**Senior Account Development Representative | August 2022 – February 2023**

Accomplishments:

- Defined and implemented a new Ideal Customer Profile (ICP), contributing to 35% of company revenue in 2023.
- Built and scaled strategic partnerships internationally.
- Designed and conducted sales training programs, incorporated into the company-wide sales playbook.
- Managed accounts spanning small businesses to Fortune 500 companies, including L'Oréal, Unilever, and KPMG.

#### TRUSTPILOT

SaaS company, Copenhagen

**Senior Account Development Representative | May 2019 – July 2022**

Accomplishments:

- Served as the first point of contact for SMEs and large enterprises in e-commerce across the Nordics.
- Collaborated with cross-functional teams to generate leads for strategic accounts.
- Delivered product demos and independently closed deals for smaller accounts.

Accomplishments:

- Managed end-to-end sales cycles for the largest Nordic media platform in e-commerce.
- Sold a diverse product portfolio, including banner ads, event sponsorships, and proprietary tools
- Cultivated long-term client relationships to ensure satisfaction and retention
- Cultivated long-term client relationships, ensuring retention and satisfaction

## EDUCATION

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**NIELS BROCK, Copenhagen,**  
Business Administration, Marketing

**IHM BUSINESS SCHOOL, Malmö**  
(Advanced Higher Vocational Education)  
Sales & Marketing, Business-to-Business

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## LANGUAGE

**Swedish - Fluently**

**English - Fluently**

**Arabic - Native**