

Nicolas Deville

Recommended entrepreneurial Sales & Business Leader for B2B SaaS startups

Age: 43

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Summary

- Managing Director EMEA of 2x VC-funded SaaS startups who IPO'ed.
- VP Sales who built and led the European business of premium Enterprise B2B SaaS for 10 years.
- Entrepreneur with 2x successful exits of bootstrapped SaaS & platform startups.
- GTM contractor with recent Sales records.

Key Achievements

- Promoted every 1.5 years on average. Multiple President's Club winner.
- Built a \$10M ARR European business with team of 35.
- Closed largest deals at every company (eg. \$1.3M ARR subscription deal "impossible to close").
- Bootstrapped own startup to \$1.5M exit in 18 months, with remote team of freelancers.

Work History

Principal, VP Sales

BtoBSales.EU

2020-present, Munich

- B2B Sales/GTM contractor for SaaS companies, eg 6Connex & Webinar.net.
- Closed \$5M new business ARR in 2 years, working part-time. Finished best all-time rep #3/#1 international.
- Generated 5-10 meetings/week by building an automated global lead generation system with the Twitter API.

Founder

OfficeBots (acquired)

2019-2021, Munich

- Founded a SaaS for automating office tasks with email bots (RPA). Architected and built a Python-based platform.
- Closed a dozen clients in UK, France, Germany and Switzerland.
- Bootstrapped then sold in 2021 to Autokatalyst LLC.

Co-Founder & COO/CRO

Convolus (acquired)

2017-2019, London

- Co-founded a "Groupon" platform for Business Aviation operators with industry expert.
- Led Sales, built a remote team of up to 20 freelancers, supplier network, platform and automated processes.
- Bootstrapped then in 2019 to AVIAA LLC.

VP Sales & Managing Director Europe

Maestrano (IPO'ed LON:MNO)

2015-2017, London

- Built team of 6 initiating the European Business & Operations from scratch.
- Started and grew a global Outbound Lead Generation programme generating 5-10 qualified meetings per week.
- Closed \$1M+ contracts with Tier 1 Banks & Telcos. Won 2 industry awards.

VP Sales & Managing Director EMEA

ON24 (IPO'ed NYSE:ONTF)

2008-2015, London

- Started by building a best-in-class Channel presence in Europe with Tier 1 Telcos. Promoted every year thereafter.
- Built and led a team of 35 (Sales, Marketing, CS, Support & Operations). Enterprise value sell of premium solution.
- Grew revenues from <\$800k one-off to \$10M ARR. Closed largest subscription in company history (\$1.3M).

[...]

Languages

English, French and German (all native level)

Education

Master Degree in Business Administration from ISC (Top French Business School), 2002

Skills

Recommended Leader. Revenue growth. Problem solving. Value selling. Complex Enterprise Sales. Negotiation. Data analysis. Remote team building. Deep technical product knowledge. Sales stack expert. Tasks & process automations with Python.

Note: this is an ATS-friendly basic version of my CV.

For the more in-depth, graphic version, see: <https://cv.nicolasdeville.com>