

Shaun Banta

Leader at both Google Cloud and in consulting ecosystem focused on growing the surrounding team. "A rising tide raises all boats."

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EXPERIENCE

Google, Denver — GCP Field Sales Representative

June 2022 - Present

Demonstrated expertise in selling complex cloud solutions to high-growth startups. Achieved significant sales success (150-200% of quota) by leveraging strong technical acumen and strategic partnerships, identifying close opportunities in big data, machine learning, and large language models.

66degrees, Denver — Enterprise Account Executive

January 2022 - June 2022

Responsible for Google Cloud Platform, Google Workspace, and implementation services sales for \$300M - \$50B+ revenue organizations.

Cloudbakers | Qwinix, Denver — VP of Sales

January 2021 - January 2022

Demonstrated strong leadership in building and managing high-performing sales teams. Expertise in go-to-market strategy, sales enablement, and team development. 185% YoY Growth in Implementation Service & Licensing Sales

Cloudbakers, Denver — Additional Positions Held

Director of Sales (January 2020 - 2021) | 200% YoY Growth

GCP, G Suite & CRM Account Executive (January 2017 - 2020)

Manager of Cloud Enablement & Business Analyst (January 2014 - 2017)

SaaS Deployment Specialist & Implementation Engineer (May 2012 - January 2014)

EDUCATION

AltMBA, New York, NY

January 2016 - May 2016

Career enhancement course surrounding multiple aspects of business management fundamentals. Built an eco-friendly business concept to reduce methane emissions.

Carroll University, Waukesha, WI — BS Degree

Aug 2008 - May 2012

Graphic Communications Major with an emphasis in Web Development.
Minor in Information Systems & Database Architecture.

SKILLS

AI Platform &
Endpoint Dev.

Solution Selling

Sales Cycle
Management

Google Cloud
Platform Sales

CRM Management

Business Process
Development

Public Speaking

Python

SQL

Certifications

Google Cloud Digital
Leader (2022)

Microsoft Dynamics
CRM Online
Deployment
Certification (2016)

Microsoft Certified
Professional (2016)