Josh Aufrichtig

New York, NY • (914) 523 - 8173 • josh.aufrichtig@gmail.com • linkedin.com/in/aufrichtig/

PROFESSIONAL EXPERIENCE

Alpha Presales   New York, NY
Advisor   January 2023 – Present
- Collaborate with the founder to develop and improve content used to train sales engineers.
- Identify opportunities to better align courses and messaging with market demands and buyer personas.

Genesis Global   New York, NY
Head of Solutions Consulting   August 2022 – November 2022
- Led presales at the Series C fintech as the startup rapidly grew and prepared for expansion into new industries.
- Introduced scalable business processes, best practices, systems and playbooks for onboarding and enablement.
- Managed a team of five solutions consultants across the US and UK, providing support to 18 account executives.
- Partnered with sales and cross-functional leaders to plan and execute technical evaluations and ensure presales had the assets and enablement needed to be successful in the field.

Appian Corporation   New York, NY
Director, Solutions Consulting   July 2020 – July 2022
- Led New York technical presales and partnerships with Appian's strategic and enterprise sales teams to sell into new and existing accounts, resulting in 42% growth in annual recurring revenue (ARR) for the region.
- Implemented global presales projects in sales strategy, enablement and onboarding to discover and replicate what was working in the field, resulting in trainings and published content adopted by the global organization.
- Managed a team that grew to seven solutions consultants, effectively hiring and onboarding four new members to support the expansion of sales teams.
- Demonstrated the platform alongside Appian's C-Suite in the company's inaugural Investor Day to help analysts and investors better understand how organizations get value out of Appian and the product strategy. Recording: youtu.be/F1Pr0nT6UmM
- *Top 4 US Bank* – Managed, coached and assisted the lead solutions consultants who led technical sales activity resulting in $4M in ARR growth and dozens of live applications. Served as the lead solutions consultant for the initial new logo deal in 2018 to automate investigations of physical incidents globally.

Senior Solutions Consultant   January 2016 – July 2020
- Transitioned to sales and became the technical partner to Appian's New York account executives. With existing and prospective customers, activity would include learning about problems causing business issues, considering how Appian could be configured to solve those problems, preparing technical demonstrations and delivering both technical and business aspects of proposed solutions to audiences that often included C-Level leadership.
- Grew Appian's New York business, serving as lead solutions consultant on 20+ new logo deals, $15M+ in ARR and $37M+ in total contract value.
- *Top 2 Investment Bank* – Lead solutions consultant on the account for over five years, leading technical wins on every closed sales opportunity to take the organization from a prospect to one of Appian's most successful customer stories with $5M+ in ARR, $16M+ in total revenue and live applications in their three largest divisions.
- *Top 5 Private Equity* – Lead solutions consultant for an intensive 7-month evaluation to make Appian their enterprise workflow tool. Required extensive coordination across Appian's cross-functional teams and dozens of

technical sales activities with various business lines, IT groups, executive stakeholders and information security leaders. Resulted in a new logo deal exceeding $1M in ARR and since then, several live applications.
- *Global Sports & Entertainment Company* – Lead solutions consultant for the new logo deal to help manage the organization's workforce at sporting and concert events. As opposed to a proof of concept, suggested and led an operational walkthrough and ROI findings report that reduced risk and expedited the technical win.
- *Fortune 100 Manufacturing Company* – Lead solutions consultant for the new logo deal to remove revenue impacting impediments from intracompany premium freight services. Required a particularly challenging proof of concept: learned, built and presented their use case live in front of IT leadership in four hours.

Consultant   June 2014 – January 2016
- Built, tested and deployed Appian applications using the agile methodology for existing customers.
- Coached customers' in-house Appian development teams to ensure success on their projects.
- Collaborated with cross-functional teams including senior consultants, tech leads, architects, technical delivery managers, account executives, solutions consultants, user experience specialists and the clients' key stakeholders like IT, product owners, users of the applications and leadership.

ACCOMPLISHMENTS
- Impact Award (2022): The team I managed was recognized for several achievements in Q1, 2022.
- Solutions Consulting Manager of the Year (2021)
- Ghostbuster Award (2020): Chosen by solutions consulting peers as the first person to call when in need of help.
- Impact Award (2019): Recognized for achievements working with a top 2 investment bank.
- Solutions Consultant of the Year (2018)
- MVP of Global Sales (2017)
- Lead solutions consultant on deals that closed the most ARR in Appian's history (as of July 2022)
- Multiple recipient of each of Appian's annual badges: Top Performer, Hardest Worker, Best Future and Spirit.

EDUCATION
Appian Corporation, Continuing Education   Remote
Appian MBA   April 2021 – March 2022
Development program designed to help individuals acquire skills for leadership roles.

The George Washington University, School of Engineering and Applied Science   Washington, DC
Bachelor of Arts, Computer Science, Business Administration   September 2010 – May 2014

LICENSES & CERTIFICATIONS
ValueSelling Certification, Visualize Inc.   October 2021

SKILLS
Leadership: Problem Solving, EQ, Communication, Hiring and Retaining Top Talent, Onboarding, Enablement, Coaching, Mentoring, Strategic Planning, Project Management, Agile, Scrum
Technical: Appian, Databases, AI, Programming, PaaS, Cloud Computing, Business Process Management, User Interface Design, User Experience Design, Integrations, Enterprise Software, Low-Code, No-Code, Process Mining, Prototyping
Sales and Consulting: Value Selling, Enterprise Software Sales, Strategic Partnerships, GTM Strategy, Technical Discovery, Technical Presentations, Product Demonstrations, Public Speaking, Process Improvement, Proof of Concepts, Business Development