

JAKE AUSTIN

ENTERPRISE ACCOUNT EXECUTIVE | CYBERSECURITY | CLOUD | SaaS | AI | STRATEGIC GTM

Nashville, TN | 858-735-1666 | jake-austin@outlook.com | linkedin.com/in/jakecaustin

PROFESSIONAL SUMMARY

Enterprise SaaS seller and GTM builder with 15 years in high-growth software and 13+ years carrying quota across ServiceNow, OpsRamp, Zscaler, Wiz, Axonius, and NowScale. Proven record of exceeding quota, earning executive trust, and translating cybersecurity, cloud, and emerging AI capabilities into measurable business outcomes. Brings an entrepreneurial approach to complex sales, business-value development, sales enablement, and cross-functional execution.

CAREER HIGHLIGHTS 133% average annual quota attainment* | #1 in Enterprise segment closed-won revenue (FY23) | 3 ServiceNow promotions | Multiple performance awards

CORE EXPERTISE Enterprise Sales | Strategic Accounts | MEDDPICC | Value Selling | Executive Alignment | Business Cases & ROI | Forecasting | GTM Strategy | Cybersecurity | Cloud | AI / Agentic Workflows

PROFESSIONAL EXPERIENCE

NowScale | Sales Director | Strategic GTM Consultant | Jan 2025–Present | Nashville, TN

- Partner directly with the founder to build the enterprise GTM motion, reframe the value proposition for ServiceNow partners, and strengthen CRM architecture, lead routing, forecasting, pipeline discipline, executive messaging, and sales collateral.
- Contributed to 43% YoY revenue growth (\$700K to \$1M+) and evaluated practical AI adoption, including agentic workflows that could evolve traditional nearshore delivery into AI-enabled services.

Axonius | Enterprise Account Executive | Apr 2023–Oct 2024 | Nashville, TN

- Achieved 192% of a \$1.1M quota in FY23 and ranked #1 in closed-won revenue within Axonius' Enterprise segment; delivered 110% annual attainment in FY24.
- Closed a record-setting \$664K ARR opportunity - the largest deal in Axonius' Enterprise segment - by aligning CIO/CISO, technical, legal, procurement, and partner stakeholders around a quantified business case.
- Owned enterprise accounts across seven Southeastern states, using value assessments, ROI analysis, strategic account planning, and cross-functional orchestration to reduce cyber risk and improve operational efficiency.

Wiz | Account Executive, Mid-Market | Jun 2022–Mar 2023 | Nashville, TN

- Delivered 138% attainment in Q1 FY23 (\$293K ARR against a \$212.5K quarterly target) while selling cloud security across AWS, Azure, GCP, Kubernetes, and container environments.
- Led full-cycle opportunities across security, cloud, and executive stakeholders, combining technical validation, ROI modeling, and partner collaboration.

Zscaler | Enterprise Regional Sales Manager | Jun 2020–May 2022 | Nashville, TN

- Achieved 106% of a \$1.2M quota in FY21, ranked in the top 10% of U.S. sellers, and earned the Peak Performance Award.
- Led Zero Trust transformation cycles across Tennessee and Kentucky; maintained 5x+ pipeline coverage and aligned CIOs, CISOs, technical teams, procurement, and channel partners.

OpsRamp (acquired by HPE) | Enterprise Account Executive | May 2018–May 2020 | Chicago, IL

- Recruited by the CRO to a founding seven-person team launching OpsRamp's first enterprise GTM motion beyond the MSP market; achieved 115% of quota and ranked #2 globally in FY19.
- Closed 19 new-logo, expansion, and renewal opportunities; earned Rookie of the Year and two Rep of the Quarter awards.

ServiceNow | Commercial Account Manager | Mid-Market AE | Business Development | Aug 2011–Dec 2017 | San Diego / Seattle

- Joined pre-IPO at approximately 450 employees and earned three promotions; attained 135% (FY15), 141% (FY16), and 132% (FY17).
- Helped launch the Mid-Market business, closed 45 net-new logos in FY14 (#2 globally) and 22 in FY15, earned the Quota Crusher Award, built outbound plays, and founded an internal sales-enablement forum.

LEADERSHIP, EDUCATION & TRAINING

Community Sales Leader, Sales Rep Accelerator - Hand-selected to mentor SaaS sellers on enterprise strategy, MEDDPICC, pipeline generation, executive communication, account planning, and career development.

Education: Thunderbird School of Global Management - Global Management | UCSD Extension - Entrepreneurship

Training: MEDDPICC | Value Selling | Challenger Sales | Top One Percent Sales Training

**Average of reported annual attainment: FY15-FY17, FY19, FY21, FY23-FY24.*