

Damien Austin

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SUMMARY

Enterprise Account Executive with nine years of closing experience across cybersecurity, cloud infrastructure, networking, secure connectivity, and developer software. Builds **self sourced pipeline** through outbound prospecting, **strategic account targeting**, executive networking, and disciplined discovery. Leads complex enterprise opportunities from first meeting through technical evaluation, **business case development**, procurement, security review, legal negotiation, and close. Has sold large enterprise transactions across net new acquisition, expansion, adoption, and **long term account growth**. Earns credibility with Security, Infrastructure, Engineering, Compliance, and executive stakeholders by translating technical capabilities into measurable business outcomes. Partners with Sales Engineering, Customer Success, Product, Marketing, and Support to align buying groups, manage risk, improve forecasts, and support broader standardization. Uses Gong and structured account planning to create clear decisions and durable customer value.

EXPERIENCE

Senior Enterprise Account Executive, Cybersecurity and Secure Access

February 2023 - Present

VertexGate Security

New York, NY

Owns an enterprise cybersecurity and secure access territory, leading self sourced acquisition, expansion, technical evaluations, and executive sales cycles. Connects security and infrastructure priorities with commercial outcomes while coordinating internal specialists through procurement, review, close, adoption, and account growth.

- Built self sourced pipeline through **outbound prospecting**, account targeting, and executive networking across security buyers.
- Led technical evaluations with **Sales Engineering**, converting secure access requirements into measurable business cases.
- Used Gong deal reviews to improve forecast discipline, stakeholder mapping, and decision process visibility.
- Coordinated **Customer Success**, Product, Marketing, and Support during expansion and broader platform adoption.
- Guided procurement, **security review**, and **legal negotiation** for complex enterprise opportunities through close.
- Translated cybersecurity capabilities into outcomes involving compliance, infrastructure simplification, and **developer productivity**.

Enterprise Account Executive, Cloud Infrastructure and Networking

July 2020 - January 2023

Nimbus Infrastructure Software

New York, NY

Managed enterprise cloud and networking software sales across net new and expansion motions. Led discovery, technical validation, commercial negotiation, and executive alignment for complex buying groups, helping customers move from initial evaluation toward broader organizational deployment.

- Created outbound pipeline through strategic **account planning**, targeted outreach, and disciplined prospect qualification.
- Led **discovery** with Infrastructure, Security, Engineering, Compliance, and **executive stakeholders** across enterprise accounts.
- Partnered with Sales Engineers during technical evaluations, demonstrations, and solution validation sessions.
- Built mutual action plans covering **procurement**, legal review, **security** requirements, and executive decision milestones.
- Closed large enterprise opportunities and expanded successful deployments into broader organizational use.
- Improved pipeline inspection and forecast quality through **Gong** reviews and documented stakeholder alignment.

Strategic Account Executive, Developer Platforms and Infrastructure

March 2017 - June 2020

IronPeak Developer Platforms

Jersey City, NJ

Developed strategic enterprise accounts for developer tools and infrastructure software, combining targeted prospecting with technical discovery and executive **business case development**. Connected platform capabilities with productivity, security, modernization, and **long term account growth** priorities.

- Targeted enterprise accounts through strategic research, **outbound prospecting**, and stakeholder mapping across technical teams.
- Led discovery and demonstrations that connected developer platform capabilities with measurable business priorities.
- Created executive business cases supporting security, modernization, productivity, and organizational **standardization** decisions.
- Coordinated **Engineering**, Platform, Security, Procurement, and presales partners through complex evaluations.
- Improved **account planning** and stage progression through documented decision criteria and structured CRM reviews.
- Expanded recurring software relationships after initial deployments gained support from technical and executive sponsors.

Account Executive, Cloud Infrastructure

October 2016 - February 2017

CloudBridge Systems

Newark, NJ

Sold cloud infrastructure subscriptions through prospecting, discovery, demonstrations, proposals, and commercial coordination. Built early enterprise selling capability by working with technical presales, infrastructure teams, and business buyers across evaluation and procurement stages.

- Generated early pipeline through targeted prospecting and focused outreach to **infrastructure** decision makers.
- Qualified **cloud** infrastructure needs through **discovery**, demonstrations, and solution focused proposal development.

- Partnered with technical presales teams to clarify requirements and support buyer confidence.
- Coordinated **procurement** conversations with infrastructure leaders and business stakeholders through commercial review.
- Improved pipeline hygiene and follow up planning through consistent opportunity documentation and review.
- Closed subscription opportunities while developing a foundation in enterprise account management and customer value.

PROJECTS

Secure Access Expansion Program 📅 2024

A successful deployment created a larger question: where else could secure access simplify infrastructure? Built an expansion motion connecting adoption signals, executive priorities, technical stakeholders, and standardization paths across enterprise accounts.

Enterprise Network Modernization Initiative 📅 2022

Legacy networking concerns opened a practical conversation about modernization. Developed account plans, technical discovery, business cases, and stakeholder alignment for cloud and networking software expansion.

LEADERSHIP & AWARDS

- Consistent enterprise quota attainment across cybersecurity, cloud infrastructure, networking, and developer software sales.
- Recognized for coordinating technical and executive stakeholders through complex evaluations, procurement, security review, and close.
- Built repeatable account planning and Gong review practices that strengthened forecast discipline and expansion visibility.

EDUCATION

Bachelor of Science in Business Administration

2016

Montclair State University GPA: 3.5

Montclair, NJ

Coursework: Enterprise sales, business law, marketing management, operations management

CERTIFICATIONS

- MEDDPICC Masterclass 📅 2026
- Gong Revenue Intelligence Certification 📅 2025

TECHNICAL SKILLS

- **Sales Methodologies:** MEDDPICC, discovery, mutual action plans
- **Revenue Intelligence:** Gong, deal reviews, pipeline inspection
- **Enterprise Selling:** Net new acquisition, expansion, account growth
- **Cybersecurity Solutions:** Secure access, security reviews, compliance
- **Networking Platforms:** Modern network access, legacy modernization, infrastructure
- **Cloud Infrastructure:** Cloud software, cloud adoption, infrastructure strategy
- **Developer Platforms:** Developer tools, developer productivity, platform adoption
- **Account Planning:** Strategic targeting, stakeholder mapping, expansion paths
- **Commercial Processes:** Procurement, legal negotiation, business cases
- **Sales Collaboration:** Sales Engineering, Customer Success, Product
- **Executive Engagement:** Executive buyers, executive networking, outcome selling

SKILLS

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|------------------------|------------------------|------------------------|---------------------|
| • Enterprise sales | • Developer tools | • Discovery | • Procurement |
| • Cybersecurity | • Secure connectivity | • Business cases | • Security reviews |
| • Networking | • Outbound prospecting | • Executive engagement | • Legal negotiation |
| • Cloud infrastructure | • Account planning | • Sales Engineering | |

PROFESSIONAL AFFILIATIONS

- Enterprise technology sales community, focused on cybersecurity, cloud infrastructure, networking, and developer platforms.
- Gong revenue intelligence community, applying structured deal review and pipeline inspection practices.

LANGUAGES

- English (Native)
- Spanish (Intermediate)

ADDITIONAL INFORMATION

Work Status : Authorized to work in United States. No sponsorship required.

REFERENCES

AVAILABLE ON REQUEST