PAUL TRIMBLE

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SUMMARY

B2B SaaS account executive with eight years in software sales, including five years selling to engineering and data organizations. First AE at LinearB at 148% of quota, later promoted to lead an eight-person team to 101% of a $2.24M target. Builds new-logo pipeline with technical buyers and advances complex opportunities through evaluation, security review, and expansion.

EXPERIENCE

Jellyfish | Sep 2025 – Jun 2026 | Remote

Enterprise Account Executive

- Closed $150K ARR at 130% of ramp quota in first full quarter; both deals closed in under 60 days with VP-level buyers, including a competitive win against five vendors.
- Built $1.2M in enterprise pipeline across $70K–$300K opportunities with Engineering, Platform, and Product leaders.
- Contributed messaging to the AI impact pitch adopted in company-wide sales training.

Astronomer | Feb 2025 – Sep 2025 | New York, NY

Enterprise Account Executive

- Self-created $850K in pipeline selling managed Apache Airflow to enterprise data teams: 12 opportunities from an 80-account greenfield territory, including a $350K expansion opportunity.
- Recognized as Rising Star among approximately 35 new AEs; placed second company-wide in a sales pitch competition within eight weeks of joining.

LinearB | May 2021 – Oct 2024 | Remote

Sales Manager, SMB | **Jul 2023 – Oct 2024**

- Led eight AEs to 101% of a $2.24M quota ($2.25M ARR sold); four sellers advanced into mid-market roles.
- Raised minimum contract value from $10K to $50K and shortened the average sales cycle to approximately 30 days; built onboarding adopted company-wide that reduced time to first deal from over 90 days to under 60.

Account Executive, Team Lead | **Jul 2022 – Jul 2023**

- Carried a personal number while coaching new AEs and BDRs into closing roles; named Coach of the Year in 2022 and New Logo Legend in 2022 and 2023.

First Account Executive, Global | **May 2021 – Jul 2022**

- Sold $890K ARR against a $600K quota (148%) and landed LinearB's first enterprise customer, Charter/Spectrum; the relationship expanded from one VP-led business unit to more than 500 engineers across multiple units by year two.
- Won customers including Drata, Astronomer, Webflow, Openly, and Fabletics; worked with founders on ICP, pricing, and messaging as the first sales hire.

Red Hat | Nov 2019 – May 2021 | Raleigh, NC

Inside Sales Representative, Public Sector | **Promoted from Market Development Representative**

- Built $5.5M in pipeline in five months, including a $3.5M State of California opportunity; supported multi-month technical evaluations and complex public-sector procurement.
- As MDR, attained 125% and 150% of quota in consecutive quarters and generated $6.4M in net-new pipeline.

Certain (formerly Gather Digital) | May 2018 – Nov 2019 | Chapel Hill, NC

Account Executive | **Promoted from Senior SDR and SDR**

- Promoted twice in 18 months after setting the company BDR record within 60 days; attained quota in 11 of 12 months and averaged 125% of monthly demo quota before moving into a closing role.

EDUCATION

West Chester University of Pennsylvania | B.S., English Education

SKILLS AND TOOLS

Sales New-logo acquisition · Territory planning · Executive and technical discovery · Land and expand · Business-case development · Technical evaluations and POCs · Security review and procurement · MEDDPICC · SPICED
Tools Salesforce · HubSpot · Outreach · Gong · ZoomInfo · LinkedIn Sales Navigator · Clay · Apollo