

ALEC HEMENWAY

Enterprise Account Executive · AI-Native GTM Builder

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SUMMARY

I sell enterprise SaaS and self-source my own pipeline with AI.

Enterprise AE, 7 years of quota-carrying success in technical SaaS: AI-native platforms, endpoint security, and enterprise software. Jamf Pinnacle Club 2023 (112% of quota, top 5% globally), #2 of 22 AEs at Staffbase, and 100%+ attainment four consecutive years. \$3M+ self-sourced pipeline across my last two roles with zero SDR support.

Full-cycle hunter built for net-new logo acquisition into multi-stakeholder enterprise committees (CISO, CIO, VP Engineering, CHRO, Compliance, Procurement, Legal, CFO). MEDDPICC practitioner and Challenger-trained. I build and ship the LLM-powered GTM tools I sell with — buyer-signal scoring, deal qualification, rep coaching — 60+ open-source Claude Code skills and a live product at repcoaching.io. Every AI claim ships with a number, a live link, or code you can read.

EXPERIENCE

Enterprise Account Executive — Coram AI

Oct 2025 – May 2026 · Remote · AI-native computer vision & physical security SaaS · Series A

- **Self-sourced \$1.6M qualified pipeline in 6 months:** zero SDR support, full cold-to-close. Daily LLM signal engine scoring buying-committee triggers (funding events, leadership changes, security incidents) drove targeted outreach across Security, IT, Procurement, and Legal.
- **Closed \$102K in net-new ACV across 5 wins**, including the company's first multi-site U.S. deployment (13,000-employee global manufacturer) — cleared the customer's AI-governance committee on data residency and model access while preserving installed camera capex.
- **Built AI GTM tools used daily:** MEDDPICC deal-qualification scorer, signal-driven outbound sequencer, rep-coaching assistant. Adopted across the team.

Enterprise Account Executive — Staffbase

Jul 2024 – Sep 2025 · Remote · Enterprise employee communications SaaS · Series E · \$500M+ ARR

- **97% of \$690K quota, #2 of 22 AEs:** \$1.4M self-generated pipeline, 75% net-new logos; avg deal \$85K ACV, largest \$135K (6,500-employee retailer, 4-month intranet displacement won on frontline reach).
- **Multi-threaded CHRO, CIO, VP IT, Procurement, and CFO:** displaced SharePoint and Workplace by Meta through competitive ROI positioning on 90–120 day MEDDPICC cycles.

Senior Account Executive — Jamf

Jan 2023 – Jun 2024 · Minneapolis, MN · Apple device management, endpoint security & zero-trust SaaS

- **112% of \$460K quota, Pinnacle Club 2023** (top 5% globally): net-new logos to CISO, CIO, and VP IT across Education, Healthcare, and Commercial on 90–120 day cycles; largest deal \$100K.
- **Navigated board-level security mandates** across CISO, IT, Procurement, and Legal committees; converted community-tier footholds into org-wide enterprise standards (land-and-expand).

Account Executive — Jamf

Jul 2020 – Dec 2022 · Minneapolis, MN · Mid-Market & Commercial

- **#3 of ~30 Mid-Market AEs, 100%+ quota both years** on a \$400K target: 15% above-team win rate; full-cycle outbound across 200+ accounts.
- **40+ net-new logos a year:** ABM targeting of IT and Security buyers; competitive displacement vs Microsoft and incumbents.

Sales Development Representative — Jamf

Sep 2019 – Jun 2020 · Minneapolis, MN

- **125% of meeting-set quota:** personalized ABM sequencing lifted conversion 18% above baseline. Promoted to AE in under 12 months.

AI PROJECTS & INFRASTRUCTURE

- **Deal-Intelligence + Rep Coaching:** live product at repcoaching.io that reads pipeline to flag deal risk and next-best actions, coaching reps in the flow of the deal.
- **Apollo Prospecting Skill:** plain-English ICP to 50 ranked, enriched leads in under 5 minutes. 4–6 hrs saved per ICP build.
- **GTM Skill Library:** 60+ open-source Claude Code skills for sales, marketing, and operator workflows, public on GitHub.

Full project catalogue: alechemenway.com/projects

EDUCATION

Bachelor of Science, Marketing & Management Information Systems

University of Minnesota, Carlson School of Management · Minneapolis, MN · 2018

SKILLS

Domains: AI / ML & GenAI Platforms · Data & Analytics · Enterprise SaaS · Developer Infrastructure & DevSecOps · Cybersecurity · Physical Security SaaS

Buyer Personas: CISO · CIO · VP IT · VP Engineering · CHRO · Compliance · Procurement · Legal · CFO

Methodology: MEDDPICC · Challenger Sale · Command of the Message · Value-Based / ROI Selling · Multi-Threaded Account Planning · Channel / VAR Co-Sell · Outbound ABM

AI & GTM Tools: Salesforce · Outreach · Sales Navigator · Gong · Apollo · 6sense · ZoomInfo · Claude Code · MCP · Next.js · Supabase · Vercel · Claude & Apollo APIs