

Alec Hemenway

Minneapolis, MN | 612-518-2606

hemenway.alec@gmail.com | [linkedin.com/in/alec-hemenway](https://www.linkedin.com/in/alec-hemenway) | alechemenway.com

SUMMARY

Enterprise AE, 7 years of technical SaaS, with a self-built AI GTM stack in daily use: Jamf Pinnacle Club 2023 (112% of \$460K, top 5% globally), #2 of 22 AEs at Staffbase (97% of \$690K). \$3M self-sourced pipeline across the last two roles, zero SDR support.

EXPERIENCE

Enterprise Account Executive

Oct 2025 – May 2026

Coram AI, AI-native computer vision and physical security SaaS (Series A)

Bay Area, CA

- Self-sourced \$1.6M qualified pipeline in 7 months, zero SDR support; daily LLM signal engine scored buying-committee triggers (funding, leadership changes, security incidents) for outreach into Security, IT, Procurement, Legal
- Closed \$112K net-new ARR across 4 wins, incl. first multi-site U.S. deployment at a 14,000-employee manufacturer: led PoV-to-close, cleared the AI-governance committee on data residency and model access
- Built AI GTM tools used daily: MEDDPICC deal scorer, outbound sequencer, rep-coaching assistant; adopted team-wide

Enterprise Account Executive

Jul 2024 – Sep 2025

Staffbase, enterprise employee communications SaaS (Series E, \$1.1B valuation)

Minneapolis, MN

- 97% of \$690K quota, #2 of 22 AEs; \$85K average ACV, largest deal \$135K (3-year)
- Self-generated \$1.4M pipeline, 75% net-new logos, without BDR support
- Displaced SharePoint and Workplace by Meta on ROI; multi-threaded CHRO, CIO, VP IT, Procurement, CFO

Senior Account Executive

Jan 2023 – Jun 2024

Jamf, Apple device management, endpoint security, and zero-trust SaaS

Minneapolis, MN

- 112% of \$460K quota; Pinnacle Club 2023 (President's Club, top 5% globally)
- Net-new logos to CISO, CIO, and VP IT across Education, Healthcare, and Commercial; 90–120 day cycles, largest deal \$100K
- Converted community footholds into org-wide standards behind board-level security mandates (land-and-expand)

Account Executive

Jul 2020 – Dec 2022

Jamf, Mid-Market and Commercial

Minneapolis, MN

- #3 of ~30 Mid-Market AEs; 100%+ quota in 2021 and 2022 on a \$400K target
- Closed 40+ net-new logos a year via ABM targeting of IT and Security buyers; displaced Microsoft and incumbents
- 15% above-team win rate across a 200+ account territory

Sales Development Representative

Sep 2019 – Jun 2020

Jamf

Minneapolis, MN

- 125% of meeting-set quota; personalized ABM sequencing lifted conversion 18% above baseline; promoted to AE in 10 months

PROJECTS

RepCoach | Deal-intelligence product at repcoaching.io: reads pipeline, flags deal risk and next-best actions, coaches reps in-deal

GTM Skill Library | 60+ Claude Code skills for sales, marketing, and operator workflows

SKILLS

Domains: AI/ML and GenAI platforms, data and analytics, enterprise SaaS, DevSecOps and developer infrastructure

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

Methodology: MEDDPICC, Challenger, value-based / ROI selling, multi-threaded ABM, land-and-expand

AI and GTM Tools: Salesforce, Outreach, Apollo, Gong, Claude Code, Claude API, MCP, evals, Next.js, Supabase, Vercel

EDUCATION

University of Minnesota, Carlson School of Management

Minneapolis, MN

Bachelor of Science in Marketing and Management Information Systems

2018