

# Austin Phillips

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## Education:

Aquinas College, Grand Rapids, MI  
Bachelors of Arts, May 2016  
Major: Economics, Minor: Accounting, 3.5 G.P.A

## Work Experience:

### Founding Account Executive, DX

Mar 2023 – Jul 2023

- Founding AE working directly with both co-founders and early team members (<15 employees)
- Carried a \$1,250,000 quota with an average deal size of \$100k ARR

### Strategic Account Executive, CaptivateIQ

March 2021 – Feb 2023

- Full cycle, new business sales role
- Carried a \$1,000,000 quota with an average deal size of \$50k - \$100k ARR
- Finished Q2 22' at 170% of plan and finished 22' at 116%, #1/12 on strategic team
- Led new hire training for AE's
- 2022 Q1 and Q2 sales MVP
- Joined at \$2m ARR and helped the team grow to \$40m ARR, with a >\$1b valuation
- Promoted July 2022

### Commercial 3 Account Executive, GitPrime + Pluralsight

Sep 2019 – Feb 2021

- Full cycle, new business sales role. Aligned to 9 different reps across private enterprise, state & local, and academic institutions
- Carried a \$800,000 quota with an average deal size of \$30-\$75k ARR
- Finished 2020 at 105% billings, #2/15 in the Pluralsight Flow division
- Designed and led training for the new 50 person Pluralsight APAC team in Sydney, AUS
- Promoted Jan 2020 and Jan 2021

### Enterprise SDR Team Lead, GitPrime

Nov 2018 – Aug 2019

- Generated qualified meetings via email, phone, and LinkedIn
- Led a team of 5 enterprise SDRs
- Selected for GitPrime Sales Leadership Program in 2019
- Second SDR promoted to AE
- GitPrime was acquired by Pluralsight for \$170m

### Quality Assurance Regional Manager, Duro-Last Roofing Inc.

May 2016 – Oct 2018

- Remotely led a team of 13 technical representatives across a large geographic area
- Assisted the migration to a cloud based ERP with company-wide implementation

## Honors and Activities:

O.D.E International Economics Honor Society, member  
Aquinas College Varsity Men's Lacrosse, 2015 WHAC All-Academic Team