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PHILLIP HAMPTON

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EXPERIENCE

Regional Sales Manager

Digbi Health

Jul 2024 - Present

Palo Alto, CA (Remote)

- Using genetics and gut microbiome insights to provide tailored solutions for chronic conditions
- Working with consultants and self-funded employer groups to expand market presence

Account Executive

Zoom

Oct 2023 - Jul 2024

San Jose, CA (Remote)

- Q4 2023: 124% to quota with pure outbound cold-prospected business

- Tied for #1 in segment of 54 reps for prospect meetings held per week (11 meetings/week)

- Led instructional call on ChatGPT for cold prospecting to 54 reps and 9 sales leaders

- Pilot evaluator for DemandBase platform, defining filtering parameters and ROI strategies

- Selected by AI Product team to collect feedback and ideate on product roadmap features

Director of Sales

Zepo

Nov 2022 - Oct 2023

Remote

- Contracted as business consultant and interim Director of Sales

- Drove B2B sales for phishing prevention training software

- Created sales sequences and executed outreach strategies to target niches

Enterprise Account Executive

Thought Industries

2022 - 2023

Remote

- Generated leads and drove sales for learning management platform

- Promoted to lead outbound efforts to non-profits within 300-account territory for \$1M yearly quota

- Closed \$100K ARR in business before end of ramp period

- Conducted cold outreach to Fortune 500 companies; led software demos and designed client-specific presentations

Enterprise Account Executive

Continu

Aug 2021 - Nov 2022

Remote

- 100% to quota on \$1M yearly target, closed \$400K in business

- Broke into international markets: closed company's first deals in Dubai, India, and Spain

- Acquired key account in company record time

- Client technical liaison for HR software integrations with Oracle/Google suite

- Drafted contracts, established pricing models, and developed marketing strategies

EDUCATION

University of Central Florida

2016 - 2020

Bachelor of Science, Marketing - Professional Selling Track

Burnett Honors College | Professional Selling Program | Sales Club President

Top 20 of 140 at 2019 Northeast Intercollegiate Sales Competition at Bryant University

SKILLS

Public Speaking

Direct Sales

Customer Service

Salesforce

Outreach

Enterprise Sales

B2B SaaS

Cold Outreach

Sales Engineering

Account Management