

PHILLIP HAMPTON

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EXPERIENCE

Regional Sales Manager

Jul 2024 - Present

Digbi Health

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

Oct 2023 - Jul 2024

Zoom

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

Nov 2022 - Oct 2023

Zepo

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

2022 - 2023

Thought Industries

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

Aug 2021 - Nov 2022

Continu

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