

Timothy Allen

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PROFESSIONAL SUMMARY

Enterprise SaaS Account Executive with 13+ years of net-new logo sales and a track record of consistent quota overachievement (108%-230%), back-to-back President's Club wins, and \$5M-\$8M in self-generated annual pipeline. Sells complex data, integration, iPaaS, and AI-powered platforms (\$250K-\$1M+ ACV) to CIO, CTO, and CDO-level buyers across healthcare, manufacturing, financial services, and insurance. Deeply fluent in enterprise discovery, multi-stakeholder buying committees, and 6-12 month consensus-driven sales cycles, with hands-on use of AI tools for deal coaching, competitive intelligence, and pipeline acceleration.

CAREER HIGHLIGHTS

- 230% of quota (CareerBuilder, 2016) | 123% of quota (TIBCO, 2021) | 108% of \$1.3M quota (Profisee 2023)
- \$5M-\$8M in self-generated annual pipeline across four enterprise SaaS roles
- 6 President's Club wins across 3 companies (2014, 2015, 2016, 2017, 2018, 2020, 2021)
- Named-account wins: 3M, Cummins, Eastman Chemical, John Deere, Humana, Northern Trust

PROFESSIONAL EXPERIENCE

Celigo

June 2025 – April 2026

Strategic Account Executive

- **\$2.5M+** in qualified enterprise pipeline built during ramp
- Selling iPaaS and integration solutions to CIO, CTO, and VP of IT leaders
- Multi-threaded opportunities across ERP, CRM, eCommerce, and data integration stakeholders
- Closed new logos during ramp while building territory strategy and ICP alignment

Career Sabbatical

June 2024 - June 2025

Family Medical Care

- Stepped away from full-time employment to support a family health need
- Stayed engaged through professional development coursework and volunteer work

Profisee

April 2022 - May 2024

Enterprise Account Executive

- **108%** of \$1.3M quota in 2023; ranked **#1 AE in Q1 2024**, closing 45% of annual quota in the first quarter alone
- **\$4.5M-\$5.5M** in qualified pipeline generated annually through outbound prospecting and partner-led motions
- **17 net-new logos** closed in 8 quarters, averaging \$300K+ ACV on multi-year contracts
- Closed new deals with **3M, Cummins, Eastman Chemical, Mercy Hospital, and Ryan Specialty Insurance**
- Sold primarily to CIO, CDO, CTO, architecture, infrastructure, and data governance leaders

TIBCO Software

Jan 2019 - April 2022

Enterprise Account Executive

- **123% / 104%** of \$1.3M quota in 2021 and 2020; **President's Club Winner both years**
- **\$2.2M TCV, 3-year enterprise deal** closed with Wisconsin Physicians Service
- **\$6M+** annual pipeline built and managed across analytics, integration, and data virtualization
- Navigated complicated buying committees with 8+ stakeholders per deal
- Penetrated strategic accounts including **John Deere, Humana, and Northern Trust**

Fuze

Jan 2017 - Jan 2019

Regional Sales Manager

- **122% / 117%** of \$1.2M quota in 2018 and 2017; **President's Club Winner both years**
- **\$1.3M** in net-new enterprise logos closed in 2017, ranked #2 in the Midwest
- Sold UCaaS and cloud collaboration platforms to C-suite executives at \$750M-\$5B companies
- Reduced average sales cycle by 17%

CareerBuilder

Jan 2012 - Jan 2017

Major Account Executive / Sales Leader

- **230%** of quota in 2016, managing and growing a \$3.5M enterprise book of business
- **\$220K+** in new business closed per quarter on average; **President's Club winner 2014, 2015, and 2016**

- Promoted multiple times in under 5 years selling complex SaaS solutions involving integrations, adoption modeling, and ROI analysis

CORE COMPETENCIES AND TOOLS

Sales Methodologies: MEDDPICC, Challenger, Value-Based Selling, Command of the Message

CRM and Sales Technology: Salesforce, Dynamics, Clari, ZoomInfo, LinkedIn Sales Navigator, Gong, Salesloft

AI Tools and Applications: Claude (Anthropic), ChatGPT, Gemini, Gong AI, Clari AI - applied for deal coaching, call analysis, competitive research, outbound personalization, and professional development

Platforms Sold: Master Data Management (MDM), Data Integration, iPaaS, Analytics and Data Platforms, UCaaS

Buyer Personas: CIO, CTO, CDO, VP of IT, VP of Engineering, Data Governance and Architecture Leaders

Industry Verticals: Healthcare, Manufacturing, Financial Services, Insurance, Retail, SaaS

EDUCATION

Denison University | Bachelor of Science