

BRYAN BARRETT

Mid-Market AE • Strategic Partnerships Manager • Enterprise Account Executive
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PROFESSIONAL SUMMARY

Seasoned B2B sales leader with 25+ years of experience driving revenue across complex sales cycles, enterprise accounts, and partner ecosystems. Proven success in both high-volume territories and strategic account development. Recent achievements include closing \$4.5M in new revenue with a government contractor and automating lead ops using AI tools. Adept at selling into logistics, infrastructure, and SaaS-adjacent sectors with a deep understanding of tech integrations, AI workflows, and revenue expansion levers.

CORE SKILLS

SaaS & Infrastructure Sales • Strategic Partnerships • Salesforce CRM
Government & B2B Contracts • AI/Automation Fluency • Mid-Market & Enterprise AE
Revenue Forecasting • Channel Expansion • Solution Positioning
Cold Outreach + Warm Pipelines • Cross-Functional Selling • Contract Negotiation

EXPERIENCE

Director of Business Development — Conexwest (Jun 2024 – Present)

- Closed \$4.5M in Q1 2025 with a new government contractor
- Expanded national pipeline using Salesforce and automated AI workflows
- Led cross-department strategy to support regional logistics & tech partnerships
- Integrated GPT tools into lead qualification and sales reporting

Senior Territory Account Manager — United Site Services (2021 – 2024)

- Managed and grew a \$7M territory across B2B clients in infrastructure and construction
- Consistently hit revenue targets through outbound, referrals, and client expansion
- Acted as lead contact for enterprise accounts and operational service contracts
- Mentored junior team members and optimized Salesforce usage

Territory Account Manager — Cromer Material Handling (2019 – 2021)

- Sold logistics and warehouse solutions across Northern California territory
- Built strong recurring accounts in manufacturing and distribution sectors
- Developed localized strategies to grow share in competitive verticals

TECH & AI INTEGRATION

- Built and deployed GPT workflows for CRM updates, lead gen, and proposal templates
- Intermediate experience with Python, Zapier, Notion API, and OpenAI tools

EDUCATION

San Joaquin Delta College • Calaveras High School