

BRANDON BARNES

SALES · SALES ENABLEMENT · GTM OPERATIONS

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EXPERIENCE

Senior Mid-Market Account Executive

Aug 2025 – Present

Agicap — Austin, TX

- \$500K pipeline in first full quarter; top-performing AE.
- Ramped 5 new BDRs on cold call/email frameworks, account mapping, and value proposition.
- Proposed GTM tooling optimization; led Trellus dialer enablement (live training + report filtering) with RevOps.
- Led 500+ person webinars with finance leaders to drive pipeline

Strategic Partner Manager

Apr 2024 – Aug 2025

LogicMonitor — Austin, TX

- 105% of plan with no ramp period; contributed \$1.2M in ARR growth
- Designed partner enablement material on product positioning; presented for partner sales teams across MSP/channel
- 15% travel for customer onsite, events, business reviews, and joint enablement events

Account Executive

Feb 2022 – Mar 2024

Vanta — Austin, TX

- \$1.3M ARR across 2022–2023; 10–12 net-new logos monthly.
- Selected to present enablement session around pre-call research, personalization at SKO (~150 attendees).
- Command of the Message + MEDDPIC methodology training - applied to full deal cycle

BDR → Senior BDR → SMB AE → Mid-Market AE

Oct 2019 – Feb 2022

LogicMonitor — Austin, TX

- #1 BDR: \$765K closed-won, asked to lead enablement sessions for new BDRs
- Most new logos on SMB AE team in 2021.
- Authored MSP BDR Playbook for onboarding new hires
- Trained in MEDDPIC methodology - applied to pipeline inspection, new hire coaching

SKILLS

ENABLEMENT

Value selling, MEDDPIC and Command of the Message, call listening (Gong), cold call coaching, cold email frameworks, talk tracks, pre-call research

TOOLS

Salesforce, HubSpot, Gong, Clari, ZoomInfo, Trellus, G2 Intent

GTM EXPERIENCE

Sold to IT, C-Suite, Compliance, Finance; tooling adoption, intent workflows, pipeline inspection, reporting & filtering, RevOps partnership

THE EXTRAS

Improv performer, smash burger extraordinaire, chocolate chip cookie snob, sportswriter, Scooby Doo impressionist

EDUCATION

Texas A&M University

Graduated Aug 2018

Sport Management — Men's Basketball manager. Graduated in 3 years while managing athletics schedule.