SKILLS

Presales · Solutions Engineering ·

Product Demonstration · Demos · SaaS ·

Cloud Computing · REST APIs · Strategy ·

Proof of Concept · Value Engineering ·

Leadership · Coaching · Mentoring ·

Staff Development · Sales Process ·

Value Selling · CRM · Solution Selling ·

Sales Leadership · Sales Management ·

Account Management · Strategic Planning ·

Sales Enablement · Product Management ·

Product Marketing · Forecasting ·

Demand Generation

Current Training Areas: · Python ·

JavaScript · Postman

Selected F500 Sales Cycle Experience ·

3M · Alphabet (Google Cloud) · Amazon ·

Apple · Arrow Electronics ·

Automatic Data Processing (ADP) ·

Cisco Systems · Concentrix ·

Dell Technologies · Foot Locker ·

Hewlett Packard Enterprises ·

Honeywell International ·

International Business Machines (IBM) ·

Liberty Mutual Insurance Group ·

Marriott International · Mohawk Industries ·

Nvidia · Oracle · Paramount Global ·

Penske Automotive Group · Salesforce ·

StoneX Group · Thermo Fisher Scientific ·

Uber Technologies ·

United Parcel Service (UPS) ·

United States Automobile Association
(USAA)   ·

Unum Group · VF · Walmart

CERTIFICATIONS

**SE Leadership Institute Certified
BrownBelt**

The SE Leadership Institute (SELI)

SCOTT R JONES
Solutions Engineering Leader

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SUMMARY

SaaS presales leader with 15+ years of experience in enterprise software and 6+ years of experience in enterprise sales engineering and team development. Expert in solutions engineering and related presales processes. My key achievements include increasing the technical win rate by over 20% by implementing an elevated, consultative presales process and improving the competitive win rate to more than 70% in POCs/POVs through implementation of refined pilot motions. Seeking a Solutions Engineering Leader position where I bring my enterprise sales engineering and team development skills to support driving strategic growth and success with the largest accounts.

PROFESSIONAL EXPERIENCE

Director, Enterprise Sales Engineering   2023 - 2025
Salesloft   Atlanta, Georgia

Salesloft's SaaS platform powers durable revenue growth for the world's most demanding companies
- Recruited to lead a team of (10) enterprise sales engineers across North America
- Increased technical win rate by >20% by up leveling the presales process. Elevated buyer experience from initial contact, through solutioning, validation, to technical win
- Achieved competitive win rate of >70% by implementing a range of pilot / POC motions. Wins included Twilio, New Relic, Canva, Nvidia, and Concentra Health Systems

Director, Solutions Consulting   2021 - 2023
DataGrail   Atlanta, GA

DataGrail's SaaS platform is the Privacy Control Center for modern brands to reduce risk and build trust
- Recruited as founding solutions consultant to establish function, decrease sales cycle lengths, and increase win rates
- Secured 60+ technical wins totaling $7M+ across B2B and B2C accounts including FanDuel, Hashicorp, Instacart, New Balance, and West Marine
- Hired (4) solutions consultants to support growth globally

Senior Sales Engineer   2018 - 2021
SalesLoft   Atlanta, GA

Salesloft's SaaS platform powers durable revenue growth for the world's most demanding companies
- Translated business and technical requirements into actionable demo and evaluation plans
- Led presales evaluations and infosec approvals resulting in $10M+ ARR in new and expanded business with dozens of enterprise customers including Google, IBM, Citrix, Blackbaud, 3M, S&P Global, Refinitv, Fleetcor, and more
- Promoted to Senior Sales Engineer, Financial Services in 2020

Vice President, Sales   2017 - 2018
AchieveIt   Atlanta, GA

AchieveIt's integrated plan management solution helps clients get their biggest, most important initiatives out of the boardroom and into reality
- Prioritized pipeline growth by revamping outbound prospecting motions resulting in 3x growth
- Assisted with acquisition of major clients in healthcare, CPG, and public utility industries

Sales Director   2016 - 2017
OneTrust   Atlanta, GA

OneTrust's SaaS platform empowers customers to collect, govern, and use data with complete visibility and control
- Recruited as first sales hire to establish sales operations, demo process, and messaging, and to drive AE recruitment
- Hired first ten AEs across the US and Europe
- Landed first (10) lighthouse customers from targeted accounts including Oracle NetSuite, KPMG, and Shire Pharmaceuticals

PROFESSIONAL EXPERIENCE

Vice President, eRetail Distribution
Assurant

2015 - 2016
Atlanta, GA

Assurant is a premier global protection company that partners with the world's leading brands to safeguard and service connected devices, homes, and automobiles

- Recruited as business leader for acquired e-commerce technology. Led multi-national rollout across US, Canada, UK, Brazil, Argentina, & India
- Drove strategy and execution for recruitment of initial partners including OnePlus, Gazelle.com and dozens of SMB e-commerce merchants

Sales Director
VMware (Airwatch)

2013 - 2015
Greater Atlanta Area

VMware by Broadcom delivers software that unifies and streamlines hybrid cloud environments for the world's most complex organizations.

- Led transformation of SMB sales team to world-class velocity sales engine, increasing annualized revenue by 11x in <18 months
- Hired 125 Account Executives during hypergrowth phase, with 100+ promoted to larger market segments
- Scaled organizational structure from a single sales manager to (7) defined regions with Geo and industry focus
- Demonstrated operational expertise afforded role expansion to also include sales leadership for the LATAM region during crucial 2 quarter turnaround period

Sales Director
Hyland (Alfresco)

2012 - 2013
Greater Atlanta Area

Hyland provides unified access to AI-enabled enterprise content and unstructured data across repositories

- Inherited reactive inside sales team who closed $1.1M in FY2011. Overhaul in talent and sales process drove growth to $2.5M in FY2012 and $4.1M in FY2013

Director of Sales & Marketing
SAP (Ariba)

2008 - 2012
Atlanta, GA

SAP Ariba helps companies buy smarter, sell faster, and manage cash better in the digital economy.

- Drove mid-market direct sales revenue growth from $300,000 in FY2009 to $1.5 million in FY2012 by building & developing hybrid sales team to capture mid-market customers
- Executed an expansion of US-centric demand center to cover South America, Europe, & South Africa resulting in a 128% increase in annualized pipeline to $270M

EDUCATION

Master of Business Administration (M.B.A.), Computer Information Systems
Georgia State University

Bachelor's Degree, Chemistry
Vanderbilt University