

Joe Timmes

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SUMMARY

Dynamic Enterprise Account Director with 8+ years of experience in sales, with a half-decade of enterprise selling at hyper-growth companies such as OpenAI and AWS. Consistent high-performing sales rep achieving 100%+ attainment Y/Y and closing $50M+ TCV, showcasing exceptional sales acumen, understanding of the customer's needs, contract negotiation, and executive communication.

EXPERIENCE

OPEN AI *May 2026 – October 2026, Bellevue, WA*

GTM Account Director (Q2 2026 – Q3 2026)

- 179% Q3 incremental contracted ARR (ICARR) quota attainment across a $15M ARR portfolio of 15 enterprise accounts.
- 7.4x revenue growth in 2 months ($1M to $7.4M ARR), driven by competitive displacement, executive alignment, and expansion into new AI use cases for a real estate technology company.
- 5x revenue growth in 3 months ($300K to $1.5M ARR), leveraging value-based selling, technical evaluations, and cross-functional AI adoption for a healthcare technology company.
- $2.5M enterprise agreement, expanding a $400K commitment through direct CFO negotiations, demonstrated AI unit economics, and strategic workload expansion for a SaaS provider.

AMAZON WEB SERVICES *April 2022 – May 2026, Seattle, WA*

Enterprise Account Manager – AI & Data Software (ISV) (Q4 2025 – Q2 2026)

- Drive customers' adoption of Generative and Agentic AI services, enabling 11 of 12 customers (92%) to build net-new GTM solutions.
- Discover and advance $100K–$20M opportunities across 6-12-month sales cycles using Proof of Concepts trials, executive influence, AI workflows, and MEDDPICC to accelerate pipeline progression.
- Build C-suite relationships through in-person engagements with CEOs, CTOs, CPOs, and VPs in Engineering, Product, Data, Finance.
- Manage high-stakes customer escalations with a focus on resolution, satisfaction, and long-term objectives

Enterprise Account Manager – Healthcare & Life Sciences (HCLS) (Q1 2024 – Q3 2025)

- 102.1% revenue attainment achieved (2024); 104.2% revenue attainment achieved (2025).
- $25M TCV of sales commitments secured through complex enterprise negotiations with clients such as $2.4B medical device manufacturer, $250M healthcare analytics provider, and $200M AI-Clinical Trial company.
- Discover, qualified and won strategic cloud migration agreements including a $6M project (2024) and a $619K project (2025), consisting of on-premises infrastructure migrations to cloud-based virtual environments.
- Mentor peer sellers on enterprise contract negotiation strategies, resulting in influencing $15M TCV.

Mid-Market Account Manager – Digital Native Businesses (DNB) (Q2 2022 – Q4 2023)

- 100.5% revenue attainment achieved (2022); 88.6% revenue attainment achieved (2023)
- $21.7M TCV of sales commitments secured through complex enterprise negotiations with clients such as $700M online grocery business, $600M luxury goods marketplace, $400M meditation application and $150M AI-driven housing valuation platform.
- Mentor peer sellers on enterprise contract negotiation strategies, resulting in influencing $9M TCV.

DARKTRACE *March 2021 - March 2022, Seattle, WA*

Commercial Account Executive

- 225% quota achieved over the entire tenure.
- Orchestrated successful experiences for prospects & customers through trial, implementation, and onboarding.
- Engaged new & existing users to strategize on customers' cybersecurity needs; positioning solutions where necessary.
- Leveraged data-driven insights when presenting to CISO, SVP, IT Directors to demonstrate both business needs and observed risks.
- Responsible for full sales cycle including lead generation, presentations, POC trials, deal closure, upsell, renewal.
- Managed end-to-end negotiation process for approximately 80+ enterprise deals annually, leveraging Salesforce and DocuSign to accelerate contract closure and secure commitment across a 2-month average sales cycle.

HIGHSPOT *September 2019 - March 2021, Seattle, WA*

Sr. Business Development Rep (Q4 2020 – Q1 2021)

- 120% quota achieved. Led the Global AD team in outbound B2B lead generation activities in Q1 2021.

Business Development Rep (Q3 2019 – Q4 2020)

- Led the Global AD team in outbound B2B lead generation activities in 2020.
- 60+ new business development opportunities created against annual quota of 48 in Tech, Finance, and Manufacturing verticals.
- 133% quota achieved, which delivered pipeline opportunities exceeding $1M in recurring revenue in 2020.
- Selected leader to mentor interns and new hires.

APPLE *November 2018 - April 2019, Seattle, WA*

Sales Specialist

- $750K-$1M of devices sold with a customer-focused attitude. Team Leader in new Apple Music and iCloud subscriptions.

OTHER EXPERIENCE

TCE ASSOCIATES March 2019 - September 2019, New York, NY

Consultant

- Performed ad-hoc analysis and created pro-forma projections supporting early-stage startups.
- Developed pitch decks for the client to raise a $5MM Series A round.

BROOKLYN NETS May 2017 - May 2018, Brooklyn, NY

Basketball Operations Associate

- Assisted in 8 contract negotiations ranging from $3M to $105M to acquire or trade players like Jahlil Okafor and D'Angelo Russell.
- Built and implemented a new Excel database that managed trade data for all 30 NBA teams to assist Front Office in preparing for critical annual events such as the NBA Trade Deadline, NBA Draft, and NBA Free Agency.
- Responsible for the completeness and accuracy of daily management reports (50+ reports per day).
- Supported the Sr. Director of Travel with auditing of travel logistics and financial expense reporting.

EDUCATION

Masters of Sciences in Business (Entrepreneurship)
University of Washington • Seattle, WA • 2019

Bachelor of Science in Business (Sports Management)
New York University • New York, NY • 2017

CERTIFICATIONS

AWS Certified AI Practitioner (2025)
AWS Partner: Generative AI Essentials (2024)
AWS Certified Cloud Practitioner (2022)

SKILLS

Artificial Intelligence; AI-native
C-Suite Executive Communication
Collaboration in Team Environments
Leadership & Team Building
Contract Negotiation
Problem Solving
Customer Service
CRM - Salesforce.com Proficiency
Excel, PowerPoint, Word - Microsoft Office Proficiency
Sell-side Transaction Diligence
MEDDPICC Sales Methodology