

PAUL CAMPBELL

San Francisco, CA

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415-716-4929

PROFESSIONAL SUMMARY

Seasoned Sales Executive - Proven leader with more than twenty million dollars in product and service sales to the technology industry.

Skilled Negotiator / Entrepreneurial professional -Ten-year track record of market expansion and profit-driven performance.

Goal-oriented - Motivated, hardworking team player with strategic focus.

Strategic Focus - Innovative, analytical approach to overcoming challenges and real-time problem solving.

EDUCATION

Stanford University, Stanford CA

M.S. Engineering (June 2010). Emphasis in business, marketing, and technology entrepreneurship.

University of California, Berkeley

B.S. Civil Engineering (December 2007)

Awards: UC Berkeley Honors

Vice President, Chi Epsilon (Civil Engineering Honor Society)

WORK EXPERIENCE

Sales Executive

2010 – Present

Venture Capital Backed Startups, San Francisco, CA

Planned, managed and executed sales strategies for Venture Capital Backed Startups since 2010.

Generated and closed more than \$20,000,000 in sales revenue to the verticals noted below.

AI	Crypto	SaaS
Advertising	Cloud	Biotech
IoT	Real Estate	Healthcare
Defense	Consulting	Medtech

Tools used:

- LinkedIn
- People aggregators (ZoomInfo, Apollo.io, SalesQL, etc.)
- Tech-specific events, Stanford University / UC Berkeley alumni events, alumni databases
- Sales AI Tools for automating sequences and CRMs like MixMax and Pipedrive)
- Professional referrals