

PHILIP J. EVERETT, CAPM

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PROFESSIONAL SUMMARY

Commercial sales leader with 10+ years of experience managing and growing multimillion-dollar accounts across IT services, digital transformation, and technology consulting. Passionate about building relationships, technology, and finance, powered by an entrepreneurial spirit that drives results. Proven track record of **growing a \$500K book of business to \$22M in annual revenue**, and continuing that success at Stride where I currently **manage the P&L and delivery for a \$17M portfolio at 60% gross margin**. Experienced sales leader who partners closely with executives, both internal and external, to drive growth and deliver value.

PROFESSIONAL EXPERIENCE

Partner | Client Partner

April 2025 – Present

Stride Consulting | AI-Accelerated Software Consultancy | ~75 Employees | \$20M Annual Revenue | Chicago, IL & New York, NY
Key Clients: Jane Street, Betterment, Blackstone (BX), Simon & Schuster, Macmillan, Trust & Will, Prodege, Spotify, Luminator Technology Group (LTG), Alma, Kooth, Updater

- Grew managed client portfolio from \$1M starting book to ~\$17M in annual revenue within 10 months, nearly doubling the firm's total annual revenue through strategic account expansion.
- Drove firm-wide profitability turnaround from -5% net income to ~20% through strategic account management, pricing optimization, and high-margin engagement structuring.
- Own full P&L for a \$17M enterprise portfolio (~60% profit margins) spanning financial services, publishing, healthcare, and technology.
- Built comprehensive sales infrastructure from scratch: restructured forecasting models, account management frameworks, QBR decks, P&L trackers, and dashboards; developed ICP analysis from historical wins to establish a unified GTM strategy.
- Reshaped sales narrative to AI-first positioning; embedded AI into the sales process to automate document creation, pitch generation, and prospect research, increasing efficiency and enabling rapid, data-driven client engagement.

Head of Demand Generation, Americas

Dec 2024 – April 2025

Promoted from Americas Director of Engagement & Strategy (Feb 2024) following Kin+Carta / Valtech merger
Kin+Carta / Valtech | Global Digital Transformation Consultancy | 8,000+ Employees | \$1B+ Revenue

- Delivered 30% pipeline increase in Q1 and generated \$6M+ in net-new pipeline within 90 days through targeted ABM campaigns across all industry verticals; reduced average sales cycle by 40% through process optimization.
- Partnered with GCP and MACH Alliance partners to break into new logos and expand existing client relationships, driving strategic co-sell opportunities across the enterprise portfolio.
- Built reporting infrastructure using Salesforce and Looker to align pipeline metrics with business KPIs, delivering executive dashboards that enabled data-driven forecasting and resource allocation decisions.
- Managed team of 4 demand generation professionals, providing mentorship and coaching, conducting performance reviews, overseeing bonus distribution, and creating incentive plans to drive team motivation and results.
- Architected sales team and organizational structure in partnership with CCO and CEO, partnering closely with European counterparts for global Go-To-Market (GTM) alignment.

Client Partner (promoted from Sr. Business Development Manager)

Feb 2022 – Feb 2024

Thoughtworks | Global Technology Consultancy | 10,000+ Employees | \$1.2B+ Revenue
Key Clients: AbbVie, Schlumberger (SLB), Cisco Systems, Corteva, 7-Eleven

- Built Thoughtworks' outbound sales framework globally from inception, developing prospecting methodology, outreach processes, and training programs as one of the company's first outbound BDMs.
- Grew managed portfolio to \$15M+ in annual revenue and built a \$20M expansion pipeline, securing 5 Fortune 500 clients.
- Partnered with AWS and GCP alliance teams to structure and co-sell deals, leveraging cloud partnerships to accelerate enterprise sales cycles and expand solution offerings.

- Designed Salesforce reporting workflows to track pipeline performance against KPIs, creating dashboards that provided leadership visibility into sales velocity, conversion rates, and revenue forecasting.
- Led end-to-end sales process from initial discovery call through close and ongoing relationship management, serving as the primary point of contact for C-suite stakeholders throughout the client lifecycle.
- Managed all contract negotiations including NDAs, MSAs, DPAs, SOWs, and POs; owned proposal creation and pricing strategy for enterprise engagements.

Client Relationship Manager

May 2021 – Feb 2022

Tata Consultancy Services (TCS) | Global Technology Consultancy | 550,000+ Employees | \$26B+ Revenue

- Exceeded annual quota by 300%, securing \$3M in Total Contract Value within the emerging technology portfolio for TCS's High-Tech Business Unit, partnering with startups and scale-ups in the technology sector.
- Managed 100+ partnerships with startups and technology companies, building the partnership strategy from the ground up, with partners subsequently integrated into the TCS Partner Ecosystem.
- Led team of 3 to develop the emerging tech portfolio from inception, handling all contracts and negotiations for partner onboarding across the SMB and startup segment.

Global Client Partner (promoted from Account Operations Manager)

Feb 2019 – April 2021

Infinite Computer Solutions | Global Technology Services | 9,000+ Employees | \$1B+ Revenue

Key Clients: IBM Cloud, IBM Cloud Federal, IBM Cloud Healthcare

- Transformed a stagnating account from \$500K to a \$22M annual partnership across technology, federal government, and healthcare; scaled team from 5 to 205 professionals (150 in India, 55 in U.S.) with full P&L ownership.
- Penetrated two new markets (Federal and Healthcare divisions) and established Infinite as one of the client's top-ranked suppliers through direct procurement negotiation.
- Built internal team of recruiters, account managers, and sales reps; managed complete contract lifecycle (MSAs, SOWs, POs, RFIs, RFQs, RFPs) to support continued account expansion.

Co-Founder & International Corporate Trainer

Aug 2016 – Jan 2018

Smart Circle International | Event & Direct Marketing | Fort Myers, FL & London, UK

- Broke company sales records (~30% more production than any prior rep); selected to open London offices and earned International Corporate Trainer certification.
- Co-founded True North Events: 80% sales growth, \$100K/month revenue, built the sales engine and team training programs from the ground up.

CORE COMPETENCIES

Sales & Business Development: Consultative Selling | Enterprise Account Management | Pipeline Generation | Strategic Partnerships | Solution Selling | Full-Cycle Sales

Client Management & Delivery: C-Suite Relationship Management | P&L Ownership | Contract Negotiation (MSA/SOW/RFP) | Delivery Oversight | Client Retention & Expansion

Leadership & Strategy: Go-to-Market Strategy | Sales Team Building & Mentorship | Revenue Forecasting | Cross-Functional Collaboration | Process Optimization

Industries: Financial Services | Healthcare & Life Sciences | Technology | Federal Government | Publishing | Retail | Oil & Gas

CRM Platforms: Salesforce | HubSpot | Pipedrive

Sales & Marketing Intelligence: Crunchbase | ZoomInfo | LinkedIn Sales Navigator | Apollo | 6sense

Collaboration & Productivity: Slack | G-Suite | Microsoft 365 (Excel, PowerPoint, Word, Teams) | Jira | Miro

Technical & Automation: GitHub | Linear | Coefficient | Google AppScript | Google APIs | Anthropic API

AI Tools: Claude | Claude Code | Cursor | GitHub Copilot | Gemini | ChatGPT

CERTIFICATIONS & PROFESSIONAL DEVELOPMENT

- Certified Associate in Project Management (CAPM) | Project Management Institute (PMI)
- AWS Certified Cloud Practitioner | Mastering Finance | Wharton School of Business

- Agile Fundamentals | AWS Business Professional | Snowflake Sales & Tech Sales Professional
- 6sense Next-Gen Sales & Marketer | Stripe Fundamentals | International Corporate Trainer

ADDITIONAL

Education: Self-directed career path with continuous professional development (Wharton, PMI, AWS)

Languages: English (fluent) | Spanish (conversational) | Russian (developing)