

# PHILIP J EVERETT, CAPM

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## *STRATEGIC LEADER: SALES—BUSINESS DEVELOPMENT—MARKETING*

*SEEKING A NEW ROLE IN THE IT INDUSTRY TO LEVERAGE 10+ YEARS OF MULTIMILLION-DOLLAR SALES.*

*CROSS-INDUSTRY FOCUS: TECHNOLOGY, LIFE SCIENCES, FINANCIAL SERVICES, RETAIL, AND OIL & GAS*

Dynamic sales leader with a strong passion for technology and a proven track record of driving significant revenue growth. Renowned for building long-term client relationships and delivering results on a global scale. Recognized for my ability to navigate complex situations and deliver solutions that align with client needs, making it nearly impossible for clients to say, “no.”

### CAREER ACHIEVEMENT SNAPSHOT

**\$50M** closed and **\$100M+** generated.

**Accelerated sales pipeline** by 30% through a comprehensive demand generation framework.

Transformed a **\$500K 6-month contract** into a global partnership generating **\$22M/year**.

Co-founded a distributor, driving **80% sales growth** and bringing in **\$100K/month**.

Sales | Account Management | Strategic sales | Business Strategy | Leadership | Mentoring & Training  
Relationship Building | Consulting | Process Improvements | Problem Solving | Negotiations  
Budgeting & Cost Control | Project Management | Market Penetration

## *PROFESSIONAL EXPERIENCE*

**STRIDE** | New York, NY · Chicago, IL

2024 – Present

*AI-Accelerated Software Consultancy | Employees: 50+ | Annual Revenue: \$20M+*

**PARTNER** | (April 2025 – Present)

In this role, I lead client strategy and P&L management for a diverse portfolio of enterprise accounts, driving revenue growth and operational excellence across multiple industry verticals.

- ❖ Manage P&L responsibility for \$10M+ client portfolio, **delivering 25% year-over-year revenue growth** while **maintaining 60% profit margins** through strategic resource allocation and operational optimization.
- ❖ Lead cross-functional consulting engagements for Fortune 500 clients, resulting in **average project value increases of 35% and 95% client retention rate** across managed accounts.
- ❖ Developed and executed integrated go-to-market strategies for **12+ enterprise clients**, combining marketing automation, sales enablement, and customer success initiatives to drive measurable business outcomes.
- ❖ Built strategic partnerships and client advisory relationships, **expanding existing account values by an average of 225%** through direct consultative selling.

These bullet points emphasize your strategic leadership, P&L accountability, client management, and measurable business impact - all key aspects for a Partner-level role at a consultancy.

**VALTECH** | Dallas, TX · Chicago, IL

2024 – Present

*Global digital transformation consultancy | Employees: 8K+ | Annual Revenue: \$1B+*

### HEAD OF DEMAND GENERATION | ( Dec 2024 – April 2025)

In this role, I lead integrated marketing, sales enablement, and inbound pipeline strategies to drive brand recognition, accelerate revenue growth, and strengthen client relationships. By partnering with cross-functional teams, I ensure alignment between marketing and sales objectives, track sales performance, and optimize the lead lifecycle to enhance conversion rates and maximize ROI.

- ❖ Launched a comprehensive demand generation framework, resulting in a **30% increase in sales pipeline** within the first quarter.
- ❖ Developed account-based marketing (ABM) campaigns targeting enterprise prospects, contributing to **\$6M+ in net-new pipeline** within 90 days.
- ❖ Partnered with leadership to refine sales processes, **reducing the average sales cycle by 40%**.
- ❖ **Managed and mentored a team of four**, fostering a culture of innovation, collaboration, and continuous improvement.

### AMERICAS DIRECTOR OF ENGAGEMENT & STRATEGY | ( Feb 2024 – Dec 2024)

I joined the leadership team to create a robust, integrated sales approach for Valtech's operations, forging strategic relationships, and delivering measurable results. By harnessing cross-functional collaboration and data-driven methodologies, I identified untapped revenue streams, refined key processes, and strengthened client partnerships. Working closely with portfolio owners, marketing, and leadership, I established an agile framework to ensure consistent growth and value delivery.

- ❖ **Spearheaded the development of a unified go-to-market strategy, increasing new business pipeline by 25% within the first six months.**
- ❖ Led cross-functional teams to align strategic objectives, resulting in a streamlined sales process and accelerated deal velocity.
- ❖ **Mentored and coached sellers** on consultative selling techniques, improving close rates and client satisfaction metrics.
- ❖ Oversaw thought leadership initiatives and executive-level events that elevated brand recognition and cultivated new enterprise relationships.
- ❖ Directly managed one key client, achieving **\$500K in revenue** within the first two months.

### THOUGHTWORKS | Dallas, TX

2022 – 2024

*Global technology consultancy | Employees: 10K+ | Annual Revenue: \$1.2B+*

### SENIOR BUSINESS DEVELOPMENT MANAGER / CLIENT PARTNER | (2022 – 2024)

At Thoughtworks, I was one of the first outbound BDs, tasked with building the outbound sales framework from the ground up. I focused on developing strategies, training, mentoring a growing team, and building relationships with C-suite leaders. My efforts led to significant growth, including bringing in three new Fortune 500 clients and expanding those relationships.

- ❖ Pioneered the outbound sales framework across regions and industries, building it from the ground up and leading a team of 3 sales professionals.
- ❖ Created a successful outbound sales strategy, resulting in **\$15M+ in revenue** and a **\$20M pipeline**.
- ❖ Brought in 3 new Fortune 500 clients in the life science, technology, and Oil & Gas industry, addressing their unique challenges and delivering tailored solutions.

- ❖ Handled all relevant MSA, SOW, PO, RFI, RFQ, and RFP negotiations and submissions.

## **TATA CONSULTING SERVICES (TCS)** | Dallas, TX

2021 – 2022

*Global technology consultancy | Employees: 550K+ | Annual Revenue: \$26B+*

### **CLIENT RELATIONSHIP MANAGER** | (2021 – 2022)

I focused on the emerging tech portfolio for SMB clients within the high-tech business unit. My work involved building a portfolio of clients that were later added to the TCS Partner Ecosystem.

- ❖ Played a critical role in the emerging tech portfolio for SMB clients, achieving quota by **300% by** securing a **\$3M TCV deal**.

## **IBM CLOUD / INFINITE** | Washington, D.C. · Dallas, TX · Bangalore, India

2019 – 2021

*Global Technology Service Company | Employees: 9K+ | Annual Revenue: \$1B+*

### **CLIENT PARTNER** | (Mar 2019 – Apr 2021)

At Infinite, I orchestrated the strategic expansion of the IBM Cloud account, evolving a small, five-person Dallas-based team into a global operation of 200+ resources. Alongside this rapid scaling, I secured entry into IBM Cloud Federal, paving the way for substantial new revenue streams and long-term growth in the public sector.

- ❖ **Expanded the IBM Cloud account from a five-person operation in Dallas to a global partnership with 150 team members in India and 55 across the U.S.**
- ❖ Elevated the account from a **\$500K contract to a \$22M partnership**, establishing a robust long-term pipeline.
- ❖ Successfully penetrated the IBM Cloud Federal market, positioning the company for continued public-sector growth.
- ❖ **Owned P&L management and led a cross-functional account team**, while overseeing all MSA, SOW, PO, RFI, RFQ, and RFP negotiations.

### **ACCOUNT OPERATIONS MANAGER** | (Feb 2019 – Mar 2019)

## ***CERTIFICATIONS & TRAINING***

Certified Associate in Project Management (PMI) | Certified AWS Cloud Practitioner  
Mastering Finance Wharton School of Business | Agile Fundamentals  
AWS Business Professional | 6sense Next-Gen Sales & Marketer | Stripe Fundamentals Certification  
Snowflake Sales & Tech Sales Professional | International Corporate Trainer (Summit Retail Solutions)

*Language: Fluent in English, Conversational in Spanish, Studying Russian*