

Boston, MA

MISSION + SUMMARY

15+ year history of leading + building highly productive organizations that hit revenue targets consistently
A “Find a Way to Win” Developer of Talent, Process-Driven Operator and Leader across Sales + Marketing
Fiercely trying to conquer the world with the power of process, scale + collaboration...

SKILLS

GTM Operations + Planning
Sales Development
Enablement + Training
Account-Based Everything
Process + Execution
Project Management
Demand Generation
Team Building
GTM Tech Stack
Go-To Market Strategy
Scaling + New Markets
ENFJ – Myers Briggs

INTERESTS

Improv
Musician
Coffee
Sci Fi
Weightlifting
Board Games
Impressionist Art
World Travel



LINKEDIN

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REFERENCES

Available Upon Request

EXPERIENCE

Quickbase – Boston, MA

2020-2023

VP, Sales/Business Development + Operations

- Helped grow company revenue from \$100M to \$250M in 3 years
- Reported directly to CRO and CMO – managed 8 individual leaders/people managers + executive stakeholder to fellow Sales/Marketing Leaders
- Scaled 6 Teams across 3 countries > Up from 3 US-based teams in 3 years
- Strategic architect/implementation/scale of Land/Expand Demand Gen +ABX programs
- Constructed dynamic forecasting, comp incentive planning, AOP planning and iteration motions with stakeholder mgmt with Mktg, Finance, GTM Ops, Talent
- Primary farm system to Sales - dynamic recruiting/developing engine
(50+ internal promotions and placements in 3 years)

Hexagon AB – Redding, CA | Atlanta, GA

2018-2020

Executive Director of Sales Operations

- Corporate Lead for rebrand of Xalt Solutions within Hexagon brand reporting directly to Division President and Head of Revenue
- Overall architect + operations leader for GTM Strategy+Tech, Sales Process, Sales Development, Demand Gen, Forecasting, Sales Enablement+Training

Executive Director of Divisional Sales + Sales Operations

Director of Sales Development + Operations

Catavolt Inc. (Acquired by Hexagon AB) – Redding, CA

2015-2018

Director of Sales + Marketing Operations

- Sales Development, Account-Based Sales + Marketing Methodology
- Complete Overhaul of Demand Generation + Marketing Orgs

Sales Development + Marketing Manager

NComputing Inc. – Redding, CA

2012-2015

Lead Generation Manager

Channel Sales Manager

NA Marketing/Sales Liaison

Yaks Koffee Shop – Redding, CA

2006-2011

Co-Founder + General Manager

- Local coffee shop + restaurant – 6 locations in NorCal

Start Up Weekend Mentor – Redding, CA

2017-2019

Vineyard City Church – Redding, CA

2010-2014

Administrative + Music Leader Staff Member

Public Speaker – *Recordings available upon request*

- Ebsta – Sales Ops Demystified
- #B2BSMX – ABM for the Enterprise Panel
- HxGN LIVE 2019 – Xalt Keynote
- Predictable Revenue – Sales Dev Podcast

EDUCATION

Shasta College - Philosophy – Redding, CA

Force Management – Command of the Message/Sale, MEDDPIC

Improv Asylum – Improv Classes Level 1-4

Software - Salesforce, Pardot, Marketo, Quickbase