

Alexander Beauchamp

Sr. Mid-Market Account Executive

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Employment history

Sr. Mid-Market Account Executive, Apr 2025 - Present

Route, New York, NY

- Led sales org in Q4FY25 with 27 self-sourced opportunities, generating \$80K in qualified pipeline and \$19K in closed-won MRR.
- Closed a \$17K MRR deal by aligning CMO, CFO, and operations leaders around ROI and quantifiable business outcomes.
- Built the sales org's business-case template and ROI calculator in Google Sheets, contributing to \$100K+ in closed-won MRR across the team in 2025.
- Achieved 114% of quota in Q3FY25 and 94% of quota in H2FY25.

Small Business Owner, Aug 2023 - Dec 2024

swayNYC, Brooklyn, NY

- Built and scaled an Instagram-based media platform connecting New Yorkers with local businesses, events, and restaurants, driving consistent demand for partner promotions.
- Secured 30+ partnerships with event hosts, restaurants, and businesses, including 12 long-term collaborations tied to repeat campaigns.
- Grew platform to 135,000+ followers and 20M+ views in 20 months, helping 10,000+ New Yorkers discover local businesses.

Mid-Market Account Executive, Jun 2021 - Jul 2023

Celigo, New York, NY

- Closed \$1.7M in ARR over two years, navigating complex multi-stakeholder sales cycles across Mid-Market SaaS and Ecommerce accounts.
- Achieved 127% of quota in 2022, ranking in the top 10% of Account Executives.
- Expanded Brooklyn Bedding's ARR from \$10K to \$90K in 9 months, earning promotion from SMB to Mid-Market AE.

SMB Account Executive, Apr 2019 - Jan 2020

Toast, Los Angeles, CA

- Grew Toast's West Hollywood footprint by 200% in 10 months, leveraging consultative selling to close 60+ net-new restaurant accounts.
- Hit 115% of quota in Q3 & Q4 2019 by driving multi-location deals and expanding existing restaurant accounts.
- Secured a multi-location deal with Gracias Madre, aligning internal teams to ensure seamless onboarding and client confidence across five locations.

Sales Development Representative, Jan 2017 - Jul 2018

Oracle, Austin, TX

- Sourced and qualified an \$800K cloud opportunity at Ryerson University, earning MVP for Q1 2018.
- Qualified 70+ public sector opportunities in FY17, contributing to \$950K in closed-won revenue.

Education

B.A. Communication, Jun 2016

University of California Santa Barbara, Santa Barbara, CA

Skills

Business Cases, ROI Modeling, Gap Selling, Multi-Stakeholder Deal Strategy, Consultative Selling, Hunter Prospecting, Contract Negotiation, Pipeline Management.