CANDIDATE PROFILE · ANTHROPIC · NOVEMBER 2026

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Strategic & Senior Account Executive

Enterprise, Strategic, and AI-Native Accounts

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I've grown platforms inside Apple, Cisco, and IBM, and I've co-founded an AI-native company and sold it founder to founder. Anthropic's AE seats call for both.

Selling Claude well means earning the trust of a CIO and a platform-engineering lead at the same time, turning a first use case into a company-wide standard, and moving at the speed of the customer's ambition. That is the shape of my best work. At Citrix I carried a $40M quota in named strategic accounts, averaged **169% of quota over nine years**, finished **#1 companywide** in 2012, and grew **Apple from $1M to $42M**. At Tackle.io I grew ARR **400%** across strategic accounts including IBM, Dell, VMware, and Teradata. At Armory I grew Apple from $0 to $1.2M ARR and opened Snap with a $275K AWS Marketplace deal that AWS's account team credited with unlocking a track that grew to tens of millions.

For the last three years I've been on the other side of the table as **Co-Founder & CRO of AtlasGTM**, an AI-native deal-execution platform: setting pricing, carrying quota, closing Saviynt, Exclusive Networks, and Docebo, and coaching four AEs. I use AI every day for account research, planning, and pipeline management, and I know what it takes to move an AI product from pilot to production because I've sold one. This profile covers Anthropic's Senior, Strategic, and Strategic Growth AE seats; I'd be glad to tailor it to a specific opening.

$335M+ Closed across Citrix and Spico Solutions	**169%** Average quota attainment over nine years at Citrix	**$1M → $42M** Apple growth across business units
400% ARR growth in strategic accounts at Tackle.io	**TENS OF $M** Snap AWS Marketplace volume unlocked by one $275K deal	**0 → 1** Co-Founder & CRO of an AI-native platform

WHAT I BRING

Strategic named-account ownership · New logo and expansion · C-suite, founder, and technical buyers · AI-native and high-growth tech accounts · Complex, multi-stakeholder negotiation · Usage-based and marketplace pricing · AWS co-sell, private offers, and committed-spend drawdown · MEDDPICC and forecast accuracy · SE and cross-functional deal teams · AI-driven account planning

ACROSS ANTHROPIC'S AE SEATS

Where my record maps to each kind of account an Anthropic AE is likely to own

AE SEAT	WHERE I'VE ALREADY DONE IT
Strategic & Enterprise accounts	Nine years carrying a $40M quota in named strategic accounts at Citrix: **Apple $1M → $42M**, Cisco opened from white space ($0 → $3M), Charles Schwab and McKesson from zero to $1M+, $1M+ deals at eBay, PayPal, Google, Yahoo, and American Express. Owned Apple and Cisco as global accounts at Spico Solutions ($152M closed).
Strategic Growth & AI-native companies	Co-Founder & CRO of AtlasGTM, an AI-native platform: pricing, runway, and roadmap decisions, and selling founder to founder. Sold to fast-growing tech companies at Armory and Tackle.io: Snap, Groupon, eHealth, Informatica, Teradata.
Digital-native & high-growth tech	Grew Apple from $0 to $1.2M ARR selling to the teams that owned Apple's Kubernetes environment; sold an open-source SaaS platform to platform-engineering leaders and CTOs, converting six of seven named customers from the open-source project to paid.
Accounts buying through AWS	Five years inside AWS Marketplace and co-sell: private offers, committed-spend drawdown, and AWS account-team alignment. Opened Snap's AWS Marketplace track with a $275K first deal; closed Teradata at full list price in under two weeks.

ROLE ALIGNMENT

What an Anthropic AE role is likely to call for, and the evidence

LIKELY REQUIREMENT	EVIDENCE
Win and grow complex, multi-stakeholder deals	$183M closed at Citrix, the company's highest cumulative revenue producer at the time of my departure; six- and seven-figure cycles through technical evaluation, security review, legal, and procurement at Citrix, Spico, Armory, and Tackle.io.
Engage C-suite, founders, and technical leaders	Executive relationships at Apple, Cisco, eBay, PayPal, and American Express; founder-to-founder selling as AtlasGTM CRO; sold to CTOs and platform-engineering leaders at Armory.
Fluency with AI and cloud platforms	Co-founded an AI-native deal-execution platform; uses AI daily for research, planning, and pipeline management; sold cloud infrastructure into Kubernetes environments and helped move Apple Music workloads onto AWS.
Usage-based and marketplace commercial models	Sold AWS Marketplace metering, private offers, and committed-spend drawdown at Tackle.io; structured Snap's first Marketplace deal; set pricing at AtlasGTM.
Bring customer needs back to product	As AtlasGTM's co-founder, turned customer GTM requirements into product roadmap; sat on both sides of the product conversation as seller and founder.
Accurate forecasting and pipeline discipline	MEDDIC/MEDDPICC practitioner trained in Miller Heiman, Sandler, and Wilson Learning; ran forecasting and weekly deal inspection as CRO; self-generated more than half of pipeline at Armory.
Work with SEs, Applied AI, and partners	Paired with solutions architects through evaluations and proofs of value; directed a matrixed Apple team of SEs, TAM, overlay, inside sales, and up to five VARs; co-sold with AWS, Accenture, and Rackspace.

CORE DIFFERENTIATORS

Four things that rarely show up in the same seller

A founder who now sells to founders.

At AtlasGTM I made the calls on pricing, runway, and roadmap, then carried the quota. Founders and operators at AI-native companies can tell within minutes whether a seller understands those trade-offs. I do, because I've made them.

Account expansion is where I do my best work.

Apple grew from $1M to $42M with me at Citrix, and from $0 to $1.2M at Armory. Claude accounts grow the same way: one team's use case becomes a platform decision, and the seller who stays close to every business unit turns it into a standard.

I can make AWS a deal accelerator, not a side channel.

I know how committed spend gets released, how a private offer is structured, and what an AWS account manager needs to hear to bring you into an account. When a customer can buy Claude out of an AWS commitment it already has, procurement becomes the fast part.

An AI-native way of working.

I research accounts, build account plans, and inspect pipeline with AI every day, and I've coached ISV sales teams to do the same. I'd bring that practice to an Anthropic territory from the first week.

PROOF POINTS

Apple: $1M to $42M.

At Citrix I grew Apple across business units, including about $3.5M in application-security revenue, by directing a matrixed account team and building relationships unit by unit. The same discipline applies to landing Claude in one group and expanding it across a large enterprise.

Snap: one Marketplace deal that moved a competitor's largest account.

At Armory, a $275K first deal gave Snap, then Google Cloud's largest customer, an AWS Marketplace buying track. The AWS account team credited it with unlocking tens of millions in Marketplace volume.

Teradata: procurement as the fast part.

My first new logo at Tackle.io. Running procurement, security, and legal in parallel, we cleared onboarding in under two weeks against the customer's 30-day record and closed at full list price.

FIRST 90 DAYS

Days 1–30 · Learn and map —

Go deep on Claude, Claude Code, and the Claude Platform, including how customers buy on AWS. Map every account by current Claude usage, cloud commitments, and the executive and technical owners of AI adoption; agree working rhythms with Applied AI, partner, and AWS counterparts.

Days 31–60 · Build the plan —

Account plans for the top accounts with the clearest path from pilot to production, MEDDPICC qualification, and commercial structures ready, including AWS Marketplace paths where they shorten procurement.

Days 61–90 · Close and expand —

Close the first new and expansion deals, turn the strongest into reference stories, and build a forecast leadership can rely on.

WHY ANTHROPIC

Claude now reaches enterprises through Anthropic's own sellers and through AWS. More than 100,000 customers run Claude on Amazon Bedrock, and since May 2026 **Claude Platform on AWS** lets customers buy through their existing AWS accounts, billed through AWS Marketplace and counted toward the AWS commitments they already have. That is the motion I've spent five years teaching and running. I want to sell the most important technology of this decade for the company taking its safety most seriously, and I'd like to do it in the seat where I can add the most.

The short version: *a strategic seller with a 169% nine-year average and a $1M → $42M expansion story, who has also co-founded an AI-native company and knows how to make AWS work for the deal. I'd like to bring all of it to Anthropic.*