

# Grégoire Sayer

ACCOUNT EXECUTIVE

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## SALES

- 360 Sales Cycle
- Account Planning and Strategies
- Research and Discovery
- Solutioning
- Team Selling
- Pipeline Generation
- Technical discovery (no SE needed)

## TECHNICAL

- Python · React · PHP · SQL
- Symfony · APIs · Git
- Agentic AI · Data Cloud
- Salesforce CRM

## CERTIFICATIONS

- | Salesforce Certified Administrator
- | Salesforce Platform Developer I
- | Salesforce Sales Cloud Consultant
- | Salesforce Platform App Builder

## EDUCATION

### MSc Digital Marketing Strategy

Trinity College Dublin — 2020

### Master Digital and Business

EEMI Paris — 2019

### Bachelor in Programming

EEMI Paris — 2017

## LANGUAGES

French	Native
English	Bilingual
Spanish	Elementary

## ACHIEVEMENTS

202% quota attainment — FY2026

#1 BDR EMEA France 2024 / 300 reps

Customer Story Battle winner — All Salesforce AEs

## SUMMARY

Before moving into sales, I spent several years writing code: PHP, Python, React, SQL. That foundation led me into a Success Engineer role at Salesforce, then onto the commercial side. Since then: quota carrier, 360 sales cycle, Enterprise accounts. 202% attainment on Telco and Media before moving onto the Luxury segment with full platform responsibility. If a client wants to go technical, I can keep up. I understand what they are talking about.

## EXPERIENCE

Feb 2026  
2026

### Salesforce

## Enterprise AE — Luxury and Retail

- Owned named Enterprise accounts: Jacquemus, Clarins, Thom Group, Groupe Rocher, Petit Bateau
- Led Land and Expand strategies across the full Salesforce platform including Agentforce and Data Cloud
- Drove technical engagement with architecture teams, mapping agentic AI use cases to business outcomes

Early 2025  
Feb 2026

### Salesforce

## Enterprise AE — Telco and Media

- Carried full quota on Enterprise accounts across the Telco and Media segment
- 360 sales cycle, account planning, multi-stakeholder deals running 9 to 12 months
- Partnered with Solution Engineers and Professional Services to architect tailored platform solutions

**202% ANNUAL QUOTA ATTAINMENT FY2026**

Aug 2023  
2025

### Salesforce

## Senior BDR and Team Lead — EMEA France

- Generated Enterprise pipeline across French Mid-Market and Large accounts, over 400k ARR per month
- Promoted to Senior and Team Lead within 12 months, mentored junior reps

**#1 BDR EMEA FRANCE 2024 OUT OF 300 REPS**

Oct 2021  
Jul 2023

### Salesforce

## Developer Customer Success Manager

- Technical guidance to Enterprise customers on platform architecture, Apex, APIs and integrations
- Built custom SQL queries and API endpoints to resolve complex integration issues
- Supported Account Managers in deal cycles with technical scoping and architecture input

Feb 2021  
Sep 2021

### HubSpot

## Customer Support Specialist

- 280+ technical customer interactions per month
- Identified business needs through consultative conversations, contributing qualified leads to the pipeline

Sep 2017  
Aug 2019

### PMU

## Project Manager and Web Developer

- Led development of a betting optimisation algorithm in Python, React and Symfony — 2M€ additional revenue
- Managed a team of 6 engineers as Scrum Master and Product Owner