

Carlos Mendez

Enterprise AE, SaaS

carlos.mendez@mail.example +34600000012 Madrid, ES Open to relocation

PROFESSIONAL SUMMARY

Enterprise AE, SaaS with 7+ years building and delivering in fast-paced product teams, currently at Salesforce. Specialises in B2B SaaS, with a track record of shipping reliable, measurable outcomes and open to relocation. Known for clear communication and ownership.

EXPERIENCE

Account Executive — Salesforce · 2022–Present

- Reduced incidents by 30% by introducing B2B SaaS best practices and automated checks.
- Owned the B2B SaaS stack end to end, partnering with product and operations on 6 cross-functional projects.
- Scaled B2B SaaS services to handle 41x peak load with no downtime.

Account Executive — Stripe · 2020–2022

- Led B2B SaaS initiatives that improved delivery throughput by 25% across 7 teams.
- Owned the B2B SaaS stack end to end, partnering with product and operations on 6 cross-functional projects.

Junior Account Executive — Stripe · 2017–2019

- Led B2B SaaS initiatives that improved delivery throughput by 26% across 2 teams.
- Shipped 6 major releases using B2B SaaS, cutting cycle time by 33%.

APPLICATIONS AT SWISSPORT

Enterprise Account Executive offer declined · fit 96

Ground Operations Manager applied · fit 46

CORE SKILLS

B2B SaaS Expert · 7y

STRENGTHS

Communication

Stakeholder Management

LANGUAGES

English — Native

EDUCATION

BEng Information Systems
IIT Bombay · 2016