

# Dylan Winbourn

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## Key Software & Sales Skills

**Strategic Sales & New Client Acquisition**

**Software Solution Development**

**Product Marketing and Pricing Strategy**

**Product Demonstrations and Presentations**

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## Key Work Experience

### **B3 Insight** (2017- Present)- [Sales Director](#)

Main focus is developing and expanding B3's new/existing client base and revenue as a new/ early growth stage SaaS platform. Through strategic selling, presentations, product demonstrations, account management, and negotiations, lead all aspects of the sales cycle and expand B3 into new markets and territories

#### Key Accomplishments:

- Created, maintained, and improved B3's end to end sales process and strategy
- Exceeded 2018 Q1, Q2, Q3, & Q4 Quotas (>\$1,000,000 ARR)
- Strategically improved product direction to over 50 new accounts in the oil and gas sector in FY 2018
- Obtained B3's first consulting/engineering clients in California

### **EcoSys** (2015- 2017)- [Enterprise Sales Engineer](#)

Support EcoSys sales team by providing new and existing clients with presentations, demonstrations, and business/technical expertise on the EcoSys enterprise software platform and related services. Additional duties include proposal development, account management, product management, and other sales related activities. Deal sizes range from high-six to low-seven figures.

#### Key Accomplishments:

- Surpassed OTE within the first year of employment
- Supported a multitude of proposals, presentations and demonstrations to new and existing clients in North America, South America, Europe and Asia directly result
- Obtained EcoSys' first selection as the preferred vendor within the DOT (Department of Transportation) sector
- Closed first sale of EcoSys' Contract Management Module upon the 2016 release

- Consistent placement on EcoSys' most strategic enterprise opportunities

**ERM- Environmental Resources Management (2014-2015)- [EH&S IT Consultant](#)**

Lead multiple software development projects by working with Enablon, an industry leading environment, health, and safety enterprise software platform. Sector focus has been in Oil & Gas, with some additional expertise in Aerospace and Defense. Work includes proof of concept development and pre-sales work for opportunities with existing clients.

**Thinkstep (Formerly PE INTERNATIONAL- 2008-2014)- [Strategy & Implementation Consultant](#)**

Supported multiple sustainability software sales and projects by working with GaBi, a product sustainability life cycle modeling software, and SoFi, an enterprise corporate sustainability software system. Work included guiding clients all the way through the sales phase to the solution phase. Client portfolio included the Fortune 500, small to medium sized corporations, and government organizations, across multiple sectors.

**Thinkstep (Formerly PE INTERNATIONAL- 2011-2012)- [Software Sales Consultant](#)**

Working on an inside sales team that was focused on selling the GaBi LCA software suite, managed over 20 customer accounts and obtained just under \$300,000 in personal sales in 1 year on the team. Was also involved in the development of the new sales model for a new version of GaBi by implementing subscription and perpetual payment models into the offering for annual & recurring revenues. Additionally, sold training, consulting, and data packages as add-ons to the GaBi software suite.

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**Education**

**BA (Double Major)**

[Environmental Science & Analysis](#)

[Geographic Information Science](#)

University of Colorado at Boulder, Boulder, CO 80302

Class of 2008

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