

Nate Burgess

Results-oriented B2B sales leader with 15+ years driving revenue in cybersecurity, data, and enterprise tech—specializing in SLED (State, Local, Education) and Enterprise spaces. Proven expertise exceeding quotas, growing territories through strategic partnerships, and securing net-new logos while maintaining high renewals and reducing churn. Excel in consultative selling, complex deal navigation, partner enablement, quota ownership, and client retention. Seeking a remote SLED or Enterprise sales or customer success role to deliver mission-critical solutions.

NathanielJBurgess@gmail.com | 719-216-3820 | [linkedin.com/in/nateburgess](https://www.linkedin.com/in/nateburgess)

WORK EXPERIENCE

Cellebrite

Sales Manager | Apr 2025 - Dec 2025

- Led regional private sector expansion, focusing on broader endpoint solution adoption, territory development, and sustained revenue growth resulting in 17% YoY growth.
- Drove recurring revenue from existing clients netting a 99% renewal rate.
- Built and nurtured key enterprise relationships and leveraged channel partners to expand pipeline by 230%

Product Sales Manager | Oct 2023 – Mar 2025

- Championed and owned enterprise team quota for novel mobile device collection technology, Endpoint Inspector, serving as SME and sales overlay to accelerate adoption and pipeline development across rep-owned territories.
- Landed more than 30 net new contracts through targeted enablement, strategic guidance, customized demos, and consultative support to field sales managers.
- Influenced enterprise feature roadmap for remote collection tools, ensuring better alignment with customer needs and contributing to accelerated deal cycles in competitive markets.

SANS Institute

Strategic Account Manager | Jan 2022 – Jul 2023

- Managed \$5M enterprise portfolio in cybersecurity training, focusing on growth, retention, and new acquisitions in regulated sectors.
- Surpassed annual quota while handling dual books of business, delivering 20%+ YoY growth via net-new logos and strategic expansions.
- Spearheaded cross-functional initiative creating a new service offering, enabling scalable upsell opportunities and improved client outcomes.
- Provided consultative guidance on training needs, sustaining high renewal rates and reduced churn through proactive account management.

Impetus Technologies

Director of Sales | Oct 2019 – Nov 2020

- Directed regional sales for advanced data management/analytics platforms, coordinating global teams for territory expansion.
- Led strategic planning across units, driving significant revenue growth and client base expansion in competitive landscapes.
- Leveraged partner networks to accelerate deal velocity and upsell opportunities, contributing to overall territory success.

Talend Inc,

Account Executive | Jun 2015 – Feb 2019

- Managed PNW + Canada region/key accounts for big data integration and data quality software, emphasizing mid-market/enterprise growth.
- Achieved 120% and 105% of targets in FY17/FY16 by securing 20+ net-new accounts and maintaining 95% renewal rates via proactive advising.
- Grew partner-sourced revenue >50% through enablement of individual partner reps, co-selling strategies, and targeted outreach.
- Closed record deals despite internal challenges, showcasing resilience in navigating complex sales environments.

Hewlett Packard

Enterprise Account Executive - InfoSec | Apr 2013 – Jun 2015

- Drove security software/hardware sales in NE U.S. mid-market/enterprise segments
- Led four-person team to #1 in sales competition during SKO by identifying, leveraging, and highlighting individual strengths of team members.
- Built consultative relationships to uncover and understand security needs, resulting in 96% quota retirement and reducing churn by 11%.

SLED Account Executive Apr 2006 - Dec 2012

- Managed public sector SLED territory (State/Local/Education), emphasizing capture management, strategic relationship building, channel development, and brand marketing.
- Consistently overachieved targets (up to 154%) through strategic planning, renewals and growth focus in government accounts.
- Grew partner-sourced revenue ~15% YoY on average via collaboration with resellers/distributors in the SLED ecosystem.
- Served as SME on sales enablement/process improvement (2006-2008), enhancing team efficiency and outcomes.
- Nationally recognized for corporate sponsored philanthropic efforts in Nevada schools boosting community ties and brand reputation.

EDUCATION

University Of Colorado | Bachelor of Arts - Psychology

SANS Institute | MGMT 514: Security Strategic Planning, Policy, and Leadership

Colorado State University | Cyber Security Foundations Certificate

Western Governors University | Business Management Certificate

Pikes Peak Community College | EMT, Firefighter 1, and Hazmat Certifications

SKILLS

- SLED/Public Sector Sales: Territory Development | Capture Management | Procurement Navigation |
- Revenue & Growth: Strategic Account Management | Business Development
- Channel/Partner Expertise: Partner Enablement | Joint Business Planning
- Tools & Tech: Salesforce | Outreach | ZoomInfo | LinkedIn Sales Navigator | SixSense | Endpoint Security | Data Analytics Platforms | Remote Collection Solutions
- Leadership & Soft Skills: Team Leadership | Contract Negotiation | Problem-Solving | Relationship Building | Consultative Selling