Joe Ross

+61 413 160 395 // jros4395@gmail.com // [LinkedIn](#)

Summary

I'm an ex-Civil Engineer turned Enterprise AM/SE (10 years) who brings clarity, urgency, and structured process to enterprise sales.

My strength is being technical enough to dive deep into product where needed (I've configured sales systems, built no code apps) and also pitch in plain english to the C-suite. I sell by making it easy for customers to buy.

I'm looking for a product-first tech company where the customer experience matters, the culture is high-performing but human, and leadership is inspiring and fair. Somewhere people are excited to come to work and proud of the problems they solve.

Experience

Enterprise Account Manager — Relevance AI
Jan 2026 - Present

- 'The home of your AI Workforce' - AI agent building platform. Series B funding.
- Wore 'all hats' in GTM process; BDR, AE, SE, IM, CS
- Advised Enterprise C-Suite, IT, RevOps on AI strategy. Focus on GTM.
- Design, built and deployed multi agent workforces with Claude Code + MCPs.
- Open to roles elsewhere due to cultural and job sustainability issues (I'll explain)

Enterprise Account Manager — Procore
Oct 2024 - Nov 2025
& Jan 2020 - Dec 2021

- Ranked #1 Enterprise AE H1 2025 with 289% attainment to target
- Closed $2.17m USD new revenue 2020-2021 (average 109% to target)
- New logo and Expansion
- New ARR deal sizes $20k - $500k USD. Total contract values up to $4m USD

Solutions Engineer - Value Consulting — Procore
Jan 2022 - Oct 2024

- Created first Value Consultant role in APAC
- C-level ROI analysis, sales operations assets and refinement, AE/SE onboarding and upskilling
- Provided sales training and onboarding support for AE/SEs in absence of formal programs
- Performance 100%+ to target every quarter (influenced ARR)
- Managed and developed a team of SEs (2024)
- Presidents Club 2022

Head of Vendor Engagement — Earlytrade
May 2017 - Jun 2018

- First non-founder hire for a fintech startup
- Built vendor engagement strategy, onboarded 100+ vendors to trading platform
- Hired, onboarded, trained a small sales team
- Personally implemented sales systems (Salesforce, Klaviyo, Autopilot) that scaled GTM from scratch

Sales Development Representative — Salesforce
Jun 2016 - May 2017

- Cut my teeth in tech sales on the phones, creating pipeline for AEs across full suite of Salesforce products
- Consistently ranked top 25% for pipeline creation and top 10% for activity among SDR team

Site Engineer — Lendlease
Jan 2014 - Feb 2016

- $3B NorthConnex Tunnel Project; Managed people, time, resources to deliver on time and on budget.
- Learned to work hard, deal with strong construction personalities and get things done.

Education

B. Com (Finance), B. Eng (Civil) — University of Sydney
2009 - 2013