



Talk to my AI twin ↑
gregoiresayer.com

Grégoire Sayer

Enterprise Corporate Sales - Account Executive

Over the past five years I have led enterprise and corporate sales cycles across SaaS and CRM accounts at Salesforce, closing complex multi-stakeholder deals focused on full platform transformation, from technical CSM to quota-carrying AE.

Today, my ambition is to join a leading AI company and help organisations unlock business value at scale.

Phone

+33 6 29 85 53 92

Email

gregasayer@gmail.com

Address

Paris

Skills

Enterprise Sales

- 360 Sales Cycle · MEDDPIC
- Account Planning and Strategies
- Multi-stakeholder negotiations
- Technical discovery (no SE needed)
- Pipeline Generation · Team Selling

Technical Stack

- Python · React · PHP · SQL
- Symfony · APIs · Git
- Agentic AI · Data Cloud
- Salesforce CRM · Anthropic API
- Claude Code · CloudFlare · IILabs

Rewards

Salesforce

FY2026 | 202% quota attainment — Telco & Media

#1 BDR EMEA France 2024 / 300 reps

Certification

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

Education

Trinity College Dublin · Dublin

MSc Digital Marketing Strategy · 2020

EEMI · Paris

Master in Digital and Business Expertise · 2019

EEMI Paris · Bachelor in Programming · 2017

Languages

English: Full Professional Proficiency

French: Native

Experience



Enterprise AE - Retail & Luxury Salesforce - France

2026 - Present

- 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
- Developed executive narratives for CxO stakeholders focused on operational ROI



Enterprise AE - Telco & Media Salesforce - France

2025 - 2026

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

Key Achievement: 202% annual quota attainment FY2026



BDR to Senior BDR and Team Lead — EMEA Salesforce - Irlande France

2023 - 2025

- Generated new business opportunities across Enterprise accounts, 400k ARR per month
- Built and prioritised strategic target account lists within French Mid-Market companies

Key Achievement: #1 BDR EMEA France 2024 — 300 reps



Developer Customer Success Manager Salesforce - Irlande

2021 - 2023

- 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



Customer Success Specialist Hubspot - Irlande

2021 - 2021

- 280+ technical customer interactions per month
- Contributed qualified leads to the sales pipeline through consultative conversations



Project Manager and Web Developer PMU - France

2017 - 2019

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