# Patrick Severs

Enterprise sales & account growth | Practical AI adoption

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Enterprise GTM operator with 25 years in sales and revenue leadership. Experience growing platform adoption, navigating complex deals, and enabling teams to work with AI. Builds with OpenAI models for software development, research, and recurring workflows, including a recruiting product used by families.

## EXPERIENCE

### The Agent Company | Jul 2026 - Present

Solution Design | Contract

- Help small businesses identify practical AI workflows and shape solutions around their existing work, including proposals, documentation, and vendor coordination.

### G2i Inc. | Sep 2023 - Jul 2026

Head of Revenue & Human Data | Earlier roles in sales and partnerships leadership

- Led revenue through the company's expansion from engineering staffing into human data, managed AI engineering, and agent orchestration. Helped drive 122% revenue growth from 2024 to 2025.
- Led a seven-person GTM team to adopt Codex and Claude in daily workflows within six weeks. Connected assistants to Salesforce, Gmail, Slack, and Google Drive for sales updates, call-transcript handoffs, content, and reporting.
- Built GTM reporting and forecasting systems; partnered across finance, talent, and engineering on enterprise and frontier-lab opportunities.

### Braintrust | Nov 2020 - Sep 2023

VP, Client Development | Previously Director, Enterprise Account Expansion

- Achieved 125% to 140% of annual billings quotas of $2.5 million to $3 million each year. Led enterprise client development and expanded project demand into ongoing talent relationships.

### Box | Nov 2018 - Nov 2020

Enterprise Account Executive

- Landed a 100-seat customer and expanded to 3,000 seats on a three-year agreement over approximately one year. Worked with legal, finance, and executive teams on training, deployment, and internal champions.
- Positioned Box as an API-connected content layer for collaboration and invoicing. Coordinated a delivery partner and navigated multiple pricing proposals, stakeholder reviews, and budget cycles.
- Carried a $1 million annual sales quota. Met prorated quota in year one and full-year quota in year two.

### ADP | Nov 2016 - Nov 2018

Workforce Management Consultant

- Earned President's Club in 2018 with 176% quota attainment selling workforce management solutions.

## EARLIER EXPERIENCE

**ServiceSource** | May 2012 - Nov 2016. Senior Director, Account Management; earlier director and sales management roles. Led renewal and expansion programs.

**Dell** | Jun 2000 - Apr 2012. Account management and sales management roles with individual and team quota ownership.

## BUILDING WITH OPENAI

### Softball Recruiting OS | sros.team

Building a recruiting workspace used by parents and athletes to research 1,400+ college programs, access coach contacts and camps, and organize recruiting plans. OpenAI models support software development, research, and information maintenance.

### Recurring insurance-claims agent | Personal project

Built an OpenAI-powered agent that monitors documents, checks prior submissions and required fields, files claims, and escalates questions. Its initial 27 claims resulted in approximately $3,500 in reimbursements within a week.

## EDUCATION

Tennessee State University | B.A., History & American Studies