

TIAGO GOUVEIA SEGURADO

ACCOUNT EXECUTIVE

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SUMMARY

Outbound Account Executive selling AI software. I build 100% of my own pipeline by tracking trigger events, mapping high-fit accounts, and as a former SDR of the Year, picking up the phone day in, day out. #1 globally for self-sourced new logos as an AE (5 vs 3). I bring the same boring, daily consistency to my sales targets that I do to my personal olympic weightlifting or running goals.

EXPERIENCE

Account Executive
LILT AI, London

Jul 2025 - Present

- **Q2 2026: Hit 51% (\$102,000 ARR)** to date
- **Q1 2026: Hit 107% (\$214,000 ARR);** ranking **#1 globally** for no. new logos and **#2 in EMEA** for new logo revenue.
- **Q4 2025: Hit 111% (\$111,500 ARR)** of my ramp target during my first full sales quarter, finishing **#1** out of 6 new AEs in EMEA, and closing the fastest self-sourced AE deal ever.
- **Saved a \$138,000 ARR deal** in Q1; after my champion was let go following layoffs, thanks to multithreading to VP of Marketing and CPO, to win the deal over an in-house build.
- **Maintained a 9% win rate** from stage 2 to closed-won, beating the 4% team average by using MEDDPICC to qualify out of bad fits early.

Senior ADR > Account Development Team Lead
LILT AI, London

Nov 2023 - Jul 2025

- Promoted to team lead in 2025 and led the team to **151% average attainment** in Q2 2025, managing the highest-performing SDR quarter in company history.
- **Sourced 7 new logos** including L'Oréal (\$200k ACV), Discord (\$350k ACV), Anuvu (\$500k ACV), and Pandora (\$1 million+ ACV).
- **Hit 128% lifetime quota attainment** over 17 months; named ADR of the Year 2024 and became the **first SDR promoted to AE** after pitching my case directly to the CRO, and building a discovery call portfolio.

Early Career & Foundational Sales Experience
APPLAUD & PARETO ♦ Enterprise SDR, London

May 2022 - Nov 2023

- **119% lifetime quota attainment** at Applaud selling enterprise HR software. Learned to prospect below the line to get above it; used cold calls to map low-level operational friction, then used that data to multi-thread into executives.
- Built a high-volume cold outreach discipline during a 4-month stint at Pareto, **averaging 100+ dials a day** to build core pipeline habits. One of the best things I learnt was the circle of influence, "control what you can control" mindset; focused strictly on daily input metrics.

EDUCATION

Journalism with Creative Writing (BA), 2.1
Falmouth University , Falmouth

Sep 2015 - Jun 2018

- First-Class Dissertation: Researched the impact of mobile phones on news consumption.
- Philanthropy: Raised £1,500 for the Alzheimer's Society by hitchhiking from Falmouth to Amsterdam.

SKILLS

Sales Competencies: MEDDPICC • Command of the Message • Multi-Threading • Account Mapping • Outbound Pipeline Generation • Copywriting • Value-Based Selling **GTM Tech Stack:** Salesforce • Salesloft • LinkedIn Sales Navigator • Notion • Auto-Dialers **AI Productivity & Data:** Clay (Data Enrichment & Automated Outbound) • Claude (Cowork for Agents) • Perplexity

LANGUAGES

Portuguese (advanced) • Mandarin Chinese (intermediate)

WEB & SOCIAL

<https://www.linkedin.com/in/tiago-gs/>

REFERENCES

From previous CROs and sales managers available on request.