

Joshua “JT” Thomas

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SKILLS

Enterprise Sales: MEDDPICC, Solution Selling, Stakeholder Management, Multi-threading, Executive Alignment, Demo & Presentation, Contract Negotiation, Metric & KPI Setting, Account Management, Sales Forecasting & Reporting, Closing, Cold-calling, Lead Generation, Social Selling, Go-to-Market Strategy, Price & Packaging Strategy, Competitive Analysis & Positioning, Data Analysis, A/B Experimentation, Team Leadership, Mentorship

Sales Tools & CRM: SFDC (Salesforce), Dynamics, Hubspot, Pipedrive, Sales Navigator, Clay, n8n, Zoominfo, Apollo, Outreach, Salesloft, Trumpet, Gong, Chorus, DocuSign, PandaDoc

Technical Skills: Python, SQL, HTML, CSS, APIs, AWS, Azure, Google Cloud, PostgreSQL, Supabase, Framer

AI/ML: Claude Code, Cursor, OpenAI ChatGPT & API, Perplexity & API, Google Gemini, Lovable, NotebookLM

EXPERIENCE

Deputy

Dallas, TX

Senior Account Executive, Enterprise

October 2024 – Present

- #1 rep across global Mid-Market and Enterprise segments— ~\$1.4M TCV, 28% win rate— outpacing peers by 171%.
- Self-sourced ~\$4.2M pipeline in 2025 through a mix of outbound, customer referrals, partner relationships, and conferences, incl. the largest net-new deal in Deputy's 17-year history (closing in Q1 2026; ~\$2.6M).
- Achieved Deputy's shortlisting on 7/7 major enterprise RFPs, representing > \$11M ARR in pipeline.
- Built tools to help the team go faster and win more deals: AI territory scoring engines, AI prompts for account research & POV development, business case frameworks, research-backed ROI calculators, saving the team hours per week and ensuring adherence to SOPs.

Alpaca

Dallas, TX

Head of Revenue & Growth

February 2023 – October 2024

- Own all revenue and growth initiatives for Alpaca's B2B & B2C renewable energy products, generating over \$1.5M+ revenue over 18 months.
- Established & scaled Alpaca's Real Estate Partnership channel, driving \$600,000+ revenue.
- Developed and executed Alpaca's Go-to-Market Strategy, achieving an 85% win-rate on competitive projects by positioning Alpaca as the only solar company that assists during property sale.
- Built a proprietary web scraper, sourcing 30,000+ real estate agents leads to seed initial partnership growth.
- Negotiated partnerships with two major US solar EPCs, securing a ~20% cost advantage over competitors.

Superhuman

Dallas, TX

Enterprise Account Executive, Team Lead

May 2022 – February 2023

- Developed and executed B2B product and go-to-market strategy from 0 to 1, collaborating with cross-functional teams across engineering, design, product, revenue, marketing, and leadership.
- Secured key enterprise logos, providing a foothold in our 3 ICP industries: technology, finance, & biotech.
- Served as the primary customer advocate for the B2B segment, conveying insights, user needs, and feature gaps for Large Enterprise and Strategic accounts to our internal EPD teams.
- Defined 4 primary B2B Ideal Customer Profiles (ICPs) and created data-driven GTM playbooks for each.
- Trained 4 SDRs on best practices in outbound sales, competitive positioning, & lead qualification process.

ProfitWell**Dallas, TX***Enterprise Account Executive*

June 2021 – May 2022

- Led upmarket expansion for Retain, a suite of anti-churn tools for subscription payments, securing key mid-market and enterprise accounts across B2B, B2C, DTC, and e-commerce segments.
- Launched 60+ net-new logos, maintained a 48.6% SQL-to-won rate & exceeded 125% of quota.
- Mentored 2 Account Executives, reducing their time-to-quota achievement by nearly 50%.

Multiview**Dallas, TX***Enterprise Account Executive*

March 2020 – March 2021

- Achieved top 10% in total revenue (\$746K), top 5% in net-new revenue (\$321K), and secured the third-largest ACV (\$31,269) within nine months of returning to an IC role.
- Designed a mentorship program for rising stars, mentoring 10 high-performing junior sellers.
- Awarded Presidents Club for outstanding performance in 2020.

Director, Media Sales

January 2020 – March 2020

- Led a seller remediation project, successfully coaching 6 of 8 underperforming reps to consistently achieve quota.

Mid-market Account Executive

January 2019 – January 2020

- Developed and sold custom trade association advertising campaigns across 10+ verticals, achieving top 7% in net-new business for 2019.
- Designed and implemented personalized and automated outbound sales campaigns, resulting in a 2.3x increase in personal output.
- Awarded Presidents Club for outstanding performance in 2019.

PRISM**Washington D.C.***DoD & DHS Engineer*

January 2017 – December 2018

- Upgraded technology infrastructure and conducted user and system compliance audits for 50+ Department of Defense (DoD) teams nationwide as part of a Global Identity Management project.
- Trained 100+ federal civilians and military personnel on the DoD's DEERS/RAPIDS ID-issuance software.
- Provided end-user technical support and remote training for 80,000+ DoD and USG clients on the Homeland Security Information Network.

United States Marine Corps**Dallas, TX***Operations Platoon Sergeant & Local Security Chief*

June 2010 – May 2016

- Led Operations Platoon, overseeing the personal and professional development of 40 Marines.
- Served as a Field Artillery Fire Direction Controller, gaining expertise in Mathematics, Information Technology, Data Management, Communications, Intelligence, and Aerospace Operations.
- Selected as Battery Local Security Chief, leading 150+ Marines on 5+ casualty-free missions and coordinating strategic planning and tactical operations across a battalion of 1,000+ personnel.

EDUCATION

The University of Texas at Dallas**Dallas, TX***B.A. Criminology*

Graduated December 2016

VOLUNTEER WORK

Texas Search & Rescue (TEXSAR)**Dallas, TX***Search & Rescue Responder*

May 2025 – Present