

Bengie Escusa

Performance earns attention. Understanding earns trust.

Austin, Texas / bengiedescusa@gmail.com / (714) 417-5804 / linkedin.com/in/bescusa

PROFILE

Senior SaaS seller with 7+ years across HubSpot, Miro, SureCo, and Advantage Solutions. I combine consultative discovery, disciplined qualification, and technical fluency to turn complex business friction into clear, measurable paths to growth.

SELECTED WINS

177%	156%	#1	600%
Q1 '26 attainment	FY '25 attainment	HubSpot onboarding cohort	SureCo revenue growth

EXPERIENCE

HUBSPOT

Senior Mid-Market Account Executive

Sep 2025 – Present / Austin, TX / Remote

177% Q1 '26 / 156% FY '25 / Winners Circle / #1 onboarding cohort

- Own expansion and growth conversations with mid-market customers, translating operational friction into adoption and revenue impact.
- Use MEDDPICC and Gap Selling to align business outcomes, decision criteria, champions, and mutual action plans across sales, marketing, service, data, and commerce priorities.

MIRO

Corporate Account Executive

Jan 2025 – Sep 2025 / Austin, TX / Hybrid

110% attainment / #2 of 20 corporate reps / \$34K largest ARR deal

- Owned full-cycle new-logo and expansion deals across the 100-500 employee segment.
- Partnered with AWS channel teams, solution engineering, and customer success to source and accelerate ARR.

SURECO

Sales Manager / Enterprise AE / Senior AE

Aug 2020 – Jul 2024 / Orange County, CA

600% revenue lift / \$420K new ARR / FY '21 #1 of 30+ / Led ten AEs and SDRs

- Led ten AEs and SDRs through coaching, process design, qualification discipline, and performance management.
- Introduced repeatable selling motions that helped drive a 600% increase in total revenue.
- Prospected and closed net-new enterprise business through complex, broker-led sales cycles; ranked #1 of 30+ reps and earned promotion into the enterprise segment.

ADVANTAGE SOLUTIONS

Professional and Executive Sourcer / HR

Sep 2018 – Sep 2020 / Orange County, CA

Executive communication / Talent strategy / Stakeholder management

- Built a foundation in executive communication, talent strategy, stakeholder management, and high-volume outreach.

METHODOLOGY AND EDUCATION

MEDDPICC + GAP SELLING Decision rigor grounded in the buyer's current state, future state, business impact, and cost of inaction.

EDUCATION Pittsburgh State University – MBA, Marketing, candidate 2027 / Wharton – AI for Business and Business Analytics / Cal State Fullerton – BS

CREDENTIALS Google Business Intelligence / Google Cybersecurity / AWS Cloud Practitioner Essentials / Anthropic AI Fluency