

Patrick Severs

Head of Revenue & GTM Leader — AI-Native Companies

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SUMMARY

GTM leader with 25 years in sales and revenue leadership. Built G2i's AI-native go-to-market motion from a single staffing line into four business lines, growing revenue 122% year over year (21.7x EBITDA growth), while personally running a governed 7-agent AI fleet that operates the GTM org day to day.

EXPERIENCE

G2i Inc. — Head of Revenue & Human Data; Senior Director Sales & Partnerships; Director of Sales & Partnerships

Sep 2023 – Present | Nashville, TN

- Grew G2i from a single staffing motion to four business lines (elite AI engineer placement, human data/RL environments for frontier labs, managed services, and Orchestrator — an agent orchestration product), taking revenue from a \$10-15M base toward an \$80M 2026 trajectory.
- Revenue grew 122% year over year with EBITDA growth of 21.7x quarter over quarter; built the first live RevOps reporting system, forecast model, and cross-functional partnership across finance, talent, and engineering.
- Deployed 100 engineers in under two days for a frontier lab's codex-testing project; built relationships with Microsoft, Meta, Coinbase, and Discover.

Braintrust — VP Client Development; Director of Enterprise Account Expansion

Nov 2020 – Sep 2023 | Spring Hill, TN

- Grew enterprise accounts for a decentralized talent network — first exposure to the AI-adjacent talent economy.

Box — Enterprise Account Executive

Nov 2018 – Nov 2020 | Nashville, TN

- Sold into complex enterprise accounts at a public SaaS company at scale.

ADP — Workforce Management Consultant

Nov 2016 – Nov 2018 | Nashville, TN

- Consultative selling of enterprise workforce management software.

ServiceSource — Senior Director, Account Management; Director of Account Management; Senior Sales Manager

May 2012 – Nov 2016 | Nashville, TN

- Ran renewal and expansion motions as account-management leadership, growing from managing a team to owning a function.

Dell — Financial Services Sales Manager; Inside Sales Manager; Senior Account Manager

Jun 2000 – Apr 2012 | Nashville, TN

- Twelve years of individual and team quota ownership, from account management through sales management. 2018 President's Club Winner.

ADDITIONAL

- Built and personally run a governed 7-agent AI fleet (own repos, CI, cost governance, security review) that operates GTM reporting, pipeline analysis, and standups.

EDUCATION

Tennessee State University — B.A., History & American Studies (1996 – 1999)

Middle Tennessee State University — History & Political Science (1992 – 1996)