

OLIVER GODWIN

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SKILLS

- High performance team building
- Acquisition/velocity new logo growth specialist
- Coaching
- Pipeline generation
- C-Level engagement
- Forecast accuracy
- Proven record of overachievement
- Digital native specialist
- Technical aptitude
- MEDDIC framework
- Territory planning

SUMMARY

Highly motivated sales professional with a proven record of exceeding revenue targets through strategic net new growth initiatives. Skilled in developing new in region, high-performing teams aligned with business objectives, leveraging a performance-driven approach to achieve significant organizational impact. Emerging Enterprise Sales Manager achieving 152% attainment FY25 and Presidents Club recognition, skilled in team building, territory planning, and strategic sales. Proven ability to drive revenue and generate consistent, high quality pipeline.

EXPERIENCE

DATADOG

Senior Sales Manager

10/2026 to Current

In my current capacity as a Senior Sales Manager at Datadog (Emerging Enterprise), I am responsible for leading and developing a team of eight Account Executives focused on driving revenue and new logo growth (acquisition) across our commercial & mid market in Australia and New Zealand. Target customer's fall within Datadog's ICP, typically in the digital native space.

- Two additional head count approved FY26
- 4/6 AE's promoted
- Team rebuilt while maintaining consistent, predictable performance - on track for strong finish FY26

DATADOG

Commercial & Mid-Market Sales Manager

09/2024 to 09/2026

Key Responsibilities and Performance.

- Presidents Club winner 2025
- 2025 152% attainment, 5 out of (150) sales teams globally at Datadog
- Lead, mentor, build and coach a team of hyper performing Account Executives to achieve quarterly and annual sales targets.
- Team responsible for acquiring 75 customers FY25
- Manage territory planning, pipeline generation, and forecasting using MEDDIC sales processes and tools.
- Develop scalable sales strategies to increase customer acquisition & product adoption across a diverse set of accounts.
- Partner closely with Sales Engineering, Customer Success, Marketing, and Product teams to ensure customer alignment and deal success.
- Monitor performance metrics and implement improvements in sales efficiency and execution.
- Support team members in complex deal cycles, C-Level negotiations, and account expansion opportunities.
- Represent Datadog's values by building a high-performance, collaborative, and inclusive sales culture.

SPLUNK

North Sydney, NSW

Regional Sales Manager - Emerging Enterprise

10/2022 to 09/2024

As a Regional Sales Manager at Splunk, I was leading a new sales territory & team that was responsible for all net new accounts (NSW Commercial & Enterprise).

- Founded new territory for Splunk in NSW, entirely net new acquisition
- FY24 on track to exceed target - exited Sept - ended Q3 approx 85% YTD

- FY23 #15 new logo's via outbound selling motion - 75% attainment (Brand new patch, average deal cycle 9-12 months).
- Largest observability land deal ANZ FY24
- Strategic Territory & Account Planning: Implemented & executed tailored programs in order to drive new revenue and grow the NSW commercial/ent business. Including; pipeline generation activities, go to market strategy, marketing events and wider team engagement.
- Team Management: Responsible for orchestrating & leading participation of wider team in day to day opportunity engagement. This includes business development representatives, account managers, technical resourcing, customer success, renewals & business value representatives.
- Mentoring & New Hire Engagement: Assisted in the hiring process of new hires to Splunk, including interview and roleplay stages. Weekly cadence with aligned BDR's to review quarterly targets and objectives including mentoring for career development.
- Customer Engagement: Strong C-Level relationships built over my tenure at Splunk, with frequent cadence & presentations with all levels of stakeholders.
- Forecasting: Responsible for accurate reporting to senior management on quarterly targets. RSM forecast to include roll up of aligned BDR's & ISR functions. Additionally, MEDDPICC trained and utilised in order to present to leadership weekly on key deals when required.

SPLUNK

North Sydney, NSW

Enterprise Account Manager

12/2021 to 10/2022

During my time as Account Manager at Splunk, achievements and responsibilities include:

- Net New Business Specialist: As the dedicated account manager for new business in NSW, I was responsible for working closely with the aligned RSM to uncover new opportunity & convert to new business for Splunk.
- Customer Engagement: Created meaningful relationships with senior stakeholders in NSW, including C-Suite, IT Managers & Partner Teams.

Achievements & Performance:

Q1 FY23: 125% MBO Attainment (comprised of number of deals closed, dollar value attached, converted customer meetings)

Q2 FY23: 125% MBO Attainment

Q3 FY23: 105% MBO Attainment

Trusted Advisor Model: Incorporating an advisory selling methodology, was able to uniquely position Splunk's large portfolio as required for the diverse and specific use cases customers faced.

DELL TECHNOLOGIES (EMC)

Enterprise Data Centre Account Manager

12/2020 to 12/2021

In my time at Dell EMC, I was responsible for high value accounts. Comprising of acquisition, government, education, medium business & enterprise.

Dell EMC's large portfolio of Storage, Data Protection & Cloud Service products require a consultative selling approach, and it was my job to ensure that we are providing value, meeting customer need and driving revenue.

Achievements:

- Half 1 FY22: Quota Attainment 103%
- Half 2 FY22: HTD (before exiting) 64% Quota Attainment, on track to exceed target with over \$2.5m AUD forecast to close Q4.
- Generated over 20 net new opportunities YTD.

Strategic Territory & Account Planning: Developed multiple Territory Plans, Strategic Account Plans, Partner Business Plans and executed against key defined metrics

Delivered sales and technical presentations: to potential customers via a consultative sales approach.

DELL TECHNOLOGIES (EMC)

Enterprise Inside Sales Representative

01/2020 to 12/2020

Customer Engagement: Cultivated and strengthened customer relationships to drive revenue growth.

Outreach: Led outreach implementation across NSW & Victoria for the Education & Government sectors. Leveraged digital and telephone approaches to generate sales leads including LinkedIn, SalesNav, 6Sense, Lusha, Email.

Achievements:

- Prospected 50 leads per week and pursued appointment opportunities to convert prospects into new customers.
- Awarded for driving top line revenue growth and sustaining high level of achievement..
- Consistent top performer in team, driving over 15 opportunities towards the storage business each quarter

End to End Sales Engagement: Followed-up with customer after sale to identify and resolve service, account or technical issues to maintain customer satisfaction. Maintained detailed account records and contact logs in Salesforce to facilitate sales process.

SEKTOR
Rosehill, NSW

Sales Support Specialist

Title: *Sales Support (NSW, VIC)*

07/2019 to 01/2020

COOGEE ACCOMMODATION
Sydney, NSW

Startup Founder

01/2013 to 08/2019

- Founded Coogee Accommodation and defined short-stay rental strategy.
- Oversaw financial operations including budgeting, forecasting, and accounting.
- Created a website and social media presence to promote the startup.
- Conducted market research and identified target customer segments.
- Monitored performance metrics such as sales volume, customer satisfaction scores.
- Managed guest bookings, inquiries, and check-in communications across accommodation channels.

EDUCATION AND TRAINING

BACHELOR OF BUSINESS MANAGEMENT: BUSINESS

University of Technology, Sydney, NSW, Australia

DIPLOMA: BUSINESS

UTS: Insearch, Sydney, NSW, Australia

CERTIFICATIONS

- Energy for Purpose, Mental Health in the Workplace (Explore Performance)
- Microsoft Azure Infrastructure Fundamentals Certified
- AWS Cloud Certification
- VMware Sales Professional Accredited
- CASI Level 2 Instructor License
- UTS Business School Alumni

REFERENCES

References available upon request.