

Tam Nguyen

GTM ENGINEER · ACCOUNT EXECUTIVE · REVENUE OPERATOR

Houston, TX · tamnguyen.ai · linkedin.com/in/tamnguyen789 · tamtnguyen789@gmail.com

GTM engineer and revenue operator combining frontline sales experience with data, AI, automation, and software. Started as the seller using GTM systems, then became the person building them: TAM mapping, competitive intelligence, enrichment, account scoring, AI research, outbound infrastructure, and CRM workflows.

Built and operated systems supporting **500+ sending domains, 1,000+ inboxes, ~500K outbound emails a month, 95% enrichment coverage, and \$20M+ in generated or influenced pipeline.**

SELECTED IMPACT

\$20M+ in pipeline generated or influenced across sales, consulting, and GTM programs.

Reduced account mapping from **4 hours a day to 30 minutes a day per rep**, an 87.5% reduction returning about 17.5 hours a week of seller capacity.

Built competitive-intelligence infrastructure that scanned **50,000+ prospect websites in about 3 days** and identified 5,000+ competitor customers for targeted displacement campaigns.

Built and operated outbound infrastructure across **500+ sending domains and 1,000+ inboxes**, supporting about 500K targeted emails a month.

Built multi-source enrichment workflows reaching about **95% coverage** using niche databases, traditional enrichment providers, public data, and AI-assisted research.

Built AI research infrastructure capable of deploying **100 to 500 parallel research agents** and analyzing about 50,000 companies overnight.

Generated about **\$1.08M in annualized SDR pipeline production**, based on average meeting volume, show rate, opportunity conversion, and \$25K average opportunity value.

Built an e-commerce operation that generated about **\$3.6M in revenue.**

EXPERIENCE

Quorum

2024-2026

Account Executive / GTM Engineer (official title: Account Executive)

Carried a \$500K annual quota and was on pace for 100% attainment entering the heavily weighted Q4 selling period, with about \$200K ARR closed and \$250K in pipeline self-generated per quarter.

Built a competitive-intelligence script that scanned 50,000+ prospect websites in about 3 days, identifying 5,000+ accounts using competitor products and turning manual research into an actionable displacement dataset.

Used detected competitor technology and competitive pricing intelligence to create hyper-targeted sales messaging, contributing to an estimated ~25% improvement in close rate among targeted opportunities.

Took the competitive-intelligence workflow beyond personal use by training the sales team and providing scripts and implementation logic to Revenue Operations.

Built AI-assisted prospecting, account-mapping, research, and outreach workflows that cut manual account mapping from about 4 hours a day to 30 minutes a day: an 87.5% reduction, or 17.5 hours of seller capacity returned per week.

Trained sellers on AI-assisted account research, prospecting, and workflow automation, turning individual experiments into repeatable team processes.

Closed about 8 to 12 logos a year at roughly \$25K ACV, including a \$40K ARR deal, with about a 25% win rate and a 45-day average sales cycle.

FiscalNote

2021–2023

SDR, then SDR Team Lead, then Account Executive

Consistently achieved about 110% of a 16-meeting monthly SDR quota with among the lowest outbound activity on the team and one of the highest booking rates.

Averaged about 16 meetings booked per month with a 75% show rate and about 30% of held meetings converting to qualified opportunities: about \$1.08M in annualized pipeline at a \$25K average opportunity value.

Early adopter of Clay for account research, prospecting, personalization, and waterfall enrichment.

Built automated workflows combining multiple enrichment sources and fallback logic to find the right contacts, enabling higher booking efficiency with lower outbound activity.

Promoted to SDR Team Lead, scaling prospecting processes across 10+ SDRs and onboarding 20+ sales representatives.

Promoted to Account Executive, carrying about \$500K in new-business quota at roughly \$25K ACV and 4× pipeline coverage.

Founder / GTM Engineer

Built GTM systems for about 12 B2B clients, spanning TAM discovery, enrichment, account scoring, AI research, outbound infrastructure, CRM workflows, and pipeline generation.

Built and operated infrastructure supporting about 500,000 targeted emails a month, 500+ sending domains, and 1,000+ inboxes.

Generated or influenced \$20M+ in pipeline across client and internal GTM programs.

Built multi-source enrichment systems achieving about 95% contact coverage through niche databases, fallback providers, public data, and AI-assisted enrichment.

Kept bounce rates under 3% through list validation, enrichment, suppression, and infrastructure management.

Automated prospecting, research, account mapping, personalization, and outreach preparation, removing at least about 15 hours of manual work per sales rep per week.

SELECTED PROJECTS

GTM Intelligence Engine: 100 to 500 parallel AI research agents; about 50,000 companies overnight; about 95% enrichment coverage and 98% classification accuracy after validation; 30-day refresh cycles; human research reduced to about 20 hours a month.

Competitive Intelligence Engine: 50,000+ sites scanned in about three days; 5,000+ competitor customers (about 10% of the market); estimated ~25% close-rate lift on targeted opportunities.

RoutePro: territory intelligence and TAM mapping; 4+ primary data sources; about 90% contact coverage; Tier A/B/C classification, maps, decision makers, routes, CRM and outbound; 8,378 facilities in one modeled 35-mile territory.

Outbound Infrastructure: 500+ domains, 1,000+ inboxes, about 500,000 emails a month; bounce under 3%; 1 to 3% response rate with about 30% positive.

TECHNICAL AND GTM STACK

Data and enrichment: Clay, OpenMart, Overture, Prospeo, Apollo, Serper, Apify, Google Maps, LinkedIn Sales Navigator

AI: Claude, OpenAI, ChatGPT, Gemini, OpenRouter, multi-agent research systems

Automation: n8n, APIs, webhooks, custom scripts

Outbound: Instantly, Smartlead, PlusVibe

CRM and revenue: Salesforce, HubSpot, Attio, Gong, Outreach, Salesloft

Development: Claude Code, Next.js, TypeScript, Python, PostgreSQL, PostGIS, Mapbox, Vercel

EDUCATION

University of Houston, Bachelor of Business Administration in Management
Information Systems