

Sebastian Hill

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Professional Summary

Accomplished Mid-Market Account Executive at Apollo GraphQL with extensive experience managing EMEA-based accounts and executing full-cycle sales motions across EMEA and APAC. Notable achievements include being a founding member of the EMEA team, achieving a 55% conversion rate as a Senior Account Development Representative, and generating £6.4M in pipeline. Demonstrates strong expertise in account management, sales pipeline development, and B2B sales tactics, with a proven track record of exceeding quotas and driving revenue growth. Highly skilled in MEDDPIC methodology and cold-calling strategies, consistently recognised as a top performer in pipeline generation. Career objective is to leverage strategic sales expertise to drive business growth and expand market presence.

Professional Experience

Apollo GraphQL — Mid-Market Account Executive

June 2025 – Present

- Manage EMEA-based mid-market and enterprise accounts, running full-cycle sales motions across EMEA and parts of APAC
 - Founding member of the EMEA sales team and first EMEA Mid-Market representative
 - Own deal strategy from discovery through close using MEDDPIC methodology
 - Drive pipeline creation and revenue growth across new and existing accounts
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Apollo GraphQL — Senior Account Development Representative

November 2023 – June 2025

- Internally promoted as part of the founding EMEA team
 - Global #1 Account Development Representative in LFY25
 - Generated £6.4M in sales pipeline
 - Achieved a 55% conversion rate from meeting to opportunity
 - Booked and attended 80 net-new meetings
 - Recognised as top global performer for pipeline generation
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Apollo GraphQL — Enterprise Account Development Representative

September 2022 – November 2023 | London, UK

- Led cold outreach into enterprise target accounts across EMEA
 - Q1 Global Top ADR with over £2M in pipeline generated
 - Consistently achieved 120%+ of monthly quota
 - Supported five Account Executives, the highest number in the company
 - Booked 25+ net-new meetings per month
 - Highest pipeline generator, outperforming peers by 50%
 - Youngest employee in the organisation
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Klarna — Business Development Associate

February 2022 – September 2022 | London, UK

- Fast-tracked promotion to Business Development Associate
 - Achieved 120% of sales quota with multiple record-breaking weeks
 - Contracted 20 new merchants in a single week
 - Managed inbound leads through qualification to close
 - Coordinated pitching, proposals, NDAs, and contracts
 - Ranked top three UK SME associates
 - Worked within Klarna's globally top-performing SME team
 - Collaborated with technical stakeholders including CTOs, developers, and delivery teams
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Klarna — Strategy Coordinator

January 2022 – February 2022 | London, UK

- Fast-tracked into strategy role within months
 - Increased average deal size through upselling and cross-selling
 - Allocated accounts across six Account Executives
 - Consistently exceeded 100% quota
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Hero (Acquired by Klarna) — Customer Success

July 2021 – December 2021 | London, UK

- Managed over 20 EMEA customer accounts
 - Identified upsell opportunities to increase customer revenue
 - Maintained 100% customer retention with 0% churn
 - Delivered high MPS through proactive issue resolution
 - Supported customers in multiple languages
 - Youngest employee in the company
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Key Skills

- Account Management
 - Sales Pipeline Development
 - MEDDPIC Sales Framework
 - Cold Calling & Outbound Strategy
 - Lead Qualification
 - B2B Sales & Enterprise Selling
 - Client Engagement & Stakeholder Management
 - Deadline & Deal Cycle Management
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Education

Fulham Boys School

A Levels: Politics, Business, French

Interests

- Competitive sports and travel
- Language learning
- Networking and industry podcasts
- Personal growth and performance-driven challenges