

# Siavosh Asadi

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**06/09/2025**

Brandon Bright  
Head of Sales  
Tribe AI

Dear Brandon, Noah, and the Tribe AI Team,

I'm reaching out with genuine excitement about the Mid Market / Enterprise Account Executive role at Tribe AI. After being introduced by Tom Sortwell, a former colleague and someone I deeply respect, I took the time to dig into Tribe's mission and business model. What I found strongly aligns with both my sales background and personal convictions: AI isn't just a technology, it's a generational tool for transformation when paired with the right strategic partners. That's exactly the kind of partner I strive to be.

Over the past 15 months at V4C.ai, I've led strategic sales initiatives focused on GenAI, advanced analytics,, and machine learning services. I've partnered directly with Dataiku and Databricks AEs to help enterprise clients like Alaska Airlines, Bluestem Brands, and Intellex realize real-world AI value – from LLM-powered copilots to multimodal classification pipelines and predictive forecasting. I own deals from cold outreach to post-sale delivery, working across business and technical stakeholders to unlock scope and build trust.

But more than just the logos and use cases, I've learned how to operate in chaos, how to build a pipeline from scratch, influence internal resourcing, and guide clients through ambiguity with clarity and confidence. My sales style is high-effort, high-EQ, research-driven, and consultative by nature. Tribe's vision of matching elite talent with critical AI initiatives is something I can sell with conviction, because I've seen firsthand how vital that match is to long-term success.

I'm excited about the chance to bring that conviction, hustle, and strategic mindset to the Tribe AI team. I'd love to connect for a conversation and explore how I can contribute to your next stage of growth.

Thank you for the opportunity and consideration.

Sincerely,  
Siavosh Asadi

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## SUMMARY

Account Executive with 10+ years of experience in complex B2B sales, including 1.5+ years focused on GenAI, ML services, and cloud data platforms. Adept at multithreaded enterprise sales cycles, selling complex services, and operating in dynamic startup environments. Track record includes building net-new pipeline, closing 6–7 figure contracts in multiple industries, and acting as a trusted partner across pre- and post-sales phases. Deep technical fluency with modern data stacks (Dataiku, Databricks, Snowflake, Alteryx) and go-to-market alignment with enterprise software AEs. Seeking a mid-market / enterprise AE role at a fast-moving, high-impact company like Tribe AI.

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## CORE FIT FOR TRIBE AI

1. **Enterprise Sales:** Full-cycle quota-carrying AE across mid-market and F500 accounts. Direct experience working deals with NVIDIA, 7-Eleven, Alaska Airlines, and more.
  2. **Selling Services:** Sold \$1.25M of AI/data consulting engagements, including GenAI pilots, LLM systems, forecasting optimization, and full-stack platform migrations.
  3. **Technical Background:** Deep familiarity with AI/ML workflows, GenAI use cases, cloud data platforms, and enterprise MLOps. Acted as strategic advisor to technical and business stakeholders.
  4. **Startup Mindset:** Thrives in ambiguity. First sales hire at multiple orgs. Known for building systems, generating pipeline from scratch, and leading cross-functional efforts.
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## EXPERIENCE

### Director of Sales

V4C.ai – Data & AI Services Partner (Remote)

Mar 2024 – Present

- Led enterprise sales across GenAI, AI/ML, and data engineering services; partnered with Dataiku and Databricks AEs to co-sell AI enablement programs.
- Built new pipeline from zero; averaged 18–20 touchpoints per prospect; sourced and closed high-value accounts.
- Spearheaded complex solutioning efforts: authored SOWs, scoped resource plans, managed delivery alignment.
- Customer success ownership post-sale; bridged pre-sales promises with execution through close support of delivery.

### Selected Wins:

- **Alaska Airlines:** Led migration of 300+ Alteryx workflows to Dataiku + Databricks; managed fixed timeline and cross-team dependencies.
- **Intelix Technologies:** Optimized ML pipelines and consolidated Dataiku workflows to improve speed and serve 50 downstream clients.

- **Pegasys Medical:** Scaled LLM-driven clinical tutor chatbot to improve support efficiency and engagement.
- **Bluestem Brands & Reformation:** Improved SKU classification accuracy 15%+ through GenAI pipelines and forecasting model optimization.
- **CreditXpert & Perry Ellis:** Converted pilot engagements into multi-year partnerships through ROI demonstration and hands-on delivery orchestration.

### **Partner & Sales Director**

A3 Engineering – MEP Design Firm (Los Angeles, CA)

Dec 2022 – Mar 2024

- Built and grew a \$2M commercial HVAC design book of business from scratch; led all phases of client engagement.
- Delivered 10+ projects with <5% change-order variance while managing bids, compliance, and team workflows.
- Created estimating and proposal systems using LLMs (unheard of in this industry) to double throughput and reduce quote timelines by 30-80%.

### **Account Executive – Energy Solutions**

Trane Technologies / Air Treatment Corp (Southern California)

Jan 2016 – Dec 2022

- Managed large territory across LA/OC selling commercial scale HVAC systems and building automation systems into long-cycle construction projects.
- Closed \$12M+ with 35% win rate (industry average of 20%). Led 9–36 month sales cycles involving consultants, engineers, and end customers.
- Developed vertical-specific playbooks and ROI-driven sales narratives tailored to enterprise stakeholders.

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## **LEADERSHIP & INVESTING EXPERIENCE**

### **Co-Founder & Investor Relations Chair**

Silicon Beach Investment Group (Remote, Part-Time)

2020 – Present

- Co-founded member-led VC collective; recruited 70+ investors and deployed \$500k+ into early-stage startups.
  - Led investor relations and sourcing; structured pooled capital deals and supported due diligence processes.
  - Notable wins include Bevz (raised \$3M post-investment) and Duradry (national retail distribution).
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## **EDUCATION**

B.S., Mechanical Engineering; Minor in Engineering Sales  
Iowa State University, Ames, IA  
Graduated: Dec 2015

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## **SKILLS & TOOLS**

Enterprise Sales | GenAI & LLM Use Cases | AI/ML Consulting | MLOps | Alteryx Migration | Dataiku, Databricks, Snowflake | Forecasting Models | SOW Development | GTM Strategy | Multithreading | Executive Engagement | Pipeline Generation | CRM (Salesforce) | Sales Stack (Apollo, SalesNav) | Google Workspace | Slack | Zoom

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## **REFERENCES**

Available upon request