Seth Schrage

Enterprise Sales Executive

United States | LinkedIn

Enterprise Account Executive, leading US sales at a multi-national enterprise ERP provider, exceeding quota every year for the past 7 years.

Experience

Vice President of Sales Jan 2023 — Jan 2026
JAMIX Oy / Inc. *Cambridge, MA*
Jamix is a comprehensive, domain-specific ERP for enterprise food service operations.
-Lead US team to beat multi-million dollar sales quota 7 consecutive years, averaging 164% attainment.
-Attained top ACV $750K (multi-year), and closed record breaking $2.2M (multi-year) deal with a dominant national food service management company.
-Maintained 97% retention of a $4M book of business, providing dedicated strategic oversight to 30 Strategic & Enterprise accounts for seven years.
-Directed product initiative developing partner ecosystem, driving 40% of company ARR over 5 years.
-Negotiated a landmark system-wide agreement with University of California Office of the President eliminating individual RFP roadblocks leading to $1.7M in expansion across multiple campuses in a compressed 4 month timeline.
-Directed US headcount to align enterprise sales functions by unifying Pre-Sales, Sales, Post-Sales, and Partnership under a single strategic vision.

Founding Enterprise Account Executive Jan 2019 — Jan 2023
JAMIX Oy / Inc. *Greater Boston*

Founder / Consultant Jan 2016 — Jan 2019
CPG Operations & Innovations Consulting *Boston, MA*
Consulting firm partnering with CPG retailers.
-Worked with 5 businesses, including Mi Nina Tortilla Chips & Woops Macaroons.
-Built a Quality Control Lab and implemented a Simio production line model for Mi Niña Tortilla Chips.
-Coordinated distribution expansion and outlet build-out expansion into Boston metro for Woops Macarons.
-Operations & Culinary R&D optimization using 3D and rapid prototyping tools.

Analyst Jan 2015 — Jan 2016
Foodtec Solutions *Greater Boston*
Restaurant software solution company delivering point of sale systems.
Orchestrated end-to-end POS deployments, managing technical configuration and operational readiness.

Cook Jan 2015 — Jan 2015
Rolf and Daughters Restaurant *Nashville, TN*

Test Kitchen Intern Jan 2013 — Jan 2013
America's Test Kitchen *Brookline, MA*
- Development and testing of recipes for Cook's Illustrated.
- 1st assistant on video shoots for Harvard X food science courses.

Cook, R&D, Charcuterie at Merchants restaurant Jan 2012 — Jan 2015
Strategic Hospitality LLC *Nashville, TN*
Founded a meat curing and fermentation program. Fabricated an automated curing and fermentation chamber. Performed recipe research, testing, and development.

Cook Jan 2012 — Jan 2012
Star Island Corporation *Star Island, NH*
Non-commercial dining hall food service operation.

Retail and Wholesale Rep Jan 2011 — Jan 2011
The Clam Man, seafood retail and wholesale. *Falmouth, MA*

Production Assistant and b-roll cinematographer Jan 2010 — Jan 2010
Conception (Film) 2011 *Los Angeles, CA*

Intern and Production Assistant Jan 2009 — Jan 2010
Zucker Productions *Santa Monica, CA*

Studio Photography Assistant Jan 2006 — Jan 2009
Steve Marsel Studio *Somerville, MA*
Logistics, scheduling, and coordination of commercial photography. Camera operation, color correction, editing.

Education

Vanderbilt University Jan 2011 — Jan 2015
Bachelor of Arts (B.A.) in Economics
Majored in Economics, Art History Minor: Film Studies
Favorite economics subjects:
Labor Economics, Industrial Organization, Open Market Macroeconomics

Drexel University Jan 2010 — Jan 2011
Film and visual design.
Dean's list.

University of Southern California Jan 2007 — Jan 2007
Film directing and production
Graduate level.

Public Schools of Brookline Sep 1994 — Jun 2005

Brookline High School Sep 2009

Projects

Trovato Schrage Selections
Multi-channel luxury foods importer selling Spanish & Japanese products B2B & D2C.

Skills

Enterprise Software Sales · Go-to-Market Strategy · Software as a Service (SaaS) · Integrated Systems · Enterprise Resource Planning (ERP) · Enterprise Sales · Account Management · Sales Leadership · ERP Systems · Complex Sales Cycles · Multi-stakeholder Sales · Legacy System Migrations · Institutional Procurement · Food Service Operations · Partnership Development · POS Systems · Operations Consulting · CPG · Production Management · Quality Control · Rapid Prototyping · Strategic Account Management · Revenue Growth · Sales Team Leadership · Public Sector Sales · Private Sector Sales · Spanish Language · French Language · Enterprise Account Management · Solutions Engineering · Business Ownership · Consulting · Import Logistics · Brand Development · Strategic Partnerships · Customer Relationship Management (CRM) · Sales Processes · Product Demonstration · Complex Sales · MES · Menu Development · Recipe Development · Cooking · Amazon Seller Central · HubSpot · SaaS Sales · Adobe Creative Suite · Analysis · RevOps · Amazon Ads · Food Production Process Development · Food Science · Customer Service · Labor Strategy · Production Process Development · Solidworks 3D CAD