

# 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

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**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.

**Vice President of Sales** Jan 2023 — Present  
Jamix *Cambridge, MA*

Led US sales team to exceed multi-million dollar quota for 7 consecutive years with 164% average attainment. Maintained 97% retention of \$4M book of business across 30 Strategic & Enterprise accounts. Directed product initiative developing partner ecosystem that drove 40% of company ARR and negotiated landmark system-wide agreement with University of California generating \$1.7M expansion across multiple campuses in 4 months. Unified Pre-Sales, Sales, Post-Sales, and Partnership functions under single strategic vision.

**Director of Sales Operations** Jan 2020 — Jan 2023  
JAMIX Oy / Inc. *Greater Boston*

**Director of Sales** Jan 2020 — Jan 2023  
Jamix *Cambridge, MA*

Directed enterprise sales organization to maintain quota attainment while building strategic account relationships. Achieved top ACV of \$750K and closed record-breaking \$2.2M multi-year deal with dominant national food service management company. Developed and executed partner ecosystem strategy generating significant revenue contribution.

**Enterprise Account Manager** Jan 2019 — Jan 2020  
JAMIX Oy / Inc. *Greater Boston*

**Founding Enterprise Account Executive** Jan 2019 — Jan 2020  
Jamix *Cambridge, MA*

Founded and built enterprise sales function at domain-specific ERP for food service operations. Established initial enterprise account relationships and sales processes while contributing to company's early revenue growth and market positioning.

**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 Macarons. -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*

**Cook and server at The Catbird Seat restaurant** Jan 2014 — Jan 2015  
Strategic Hospitality LLC *Nashville, TN*

Interactive chef's counter. Tasting menu.

**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 2014  
 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

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

**Vanderbilt University** Sep 2010 — Jun 2014  
*Bachelor of Arts in Economics and Art History, Minor in Film Studies*  
 Vice President and Director of Cost Analysis for FSAE engineering school team

**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

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

## SKILLS

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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