DANIEL (SUPERDAN) BAIGUILDINE

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B2B Sales Consultant

Targeting High-Value Clients | *Building Executive Relationships* | *Igniting Revenue Growth*

- ✓ **Comprehensive experience delivering cost-effective, remote sales-as-a-service methods to maximize the return on every dollar invested,** accelerating YoY revenue growth without the salary, recruiting, and ramp-up costs of an in-house team.
- ✓ **Career history of developing and executing sales strategies to attract new enterprise clients,** expand relationships, and drive the achievement of ambitious KPIs across revenue, profitability, operations, and business development**.**
- ✓ **Skilled at developing high-volume pipelines through persistent cold-calling, prospecting, and lead generation through superb negotiations** and a track record of identifying, qualifying, and prioritizing the accounts most likely to convert.
- ✓ **Known for building trust through a consultative approach,** diagnosing the organizational challenge behind each purchase, leveraging disciplined CRM data to keep accounts engaged, and turning first conversations into lasting partnerships.

CAREER HIGHLIGHTS

- **Developed a $33M pipeline for legacy products** to be replaced by Oracle solutions and services, creating numerous relationships across Fortune 500 and the public sector, and **achieving 732% of annual sales targets in only 9 months**.
- **Lobbied for the interests of Fortune 500 companies**, meeting with US Senators and agency representatives from the CIA, Secret Service, US Army, and more; **opened upwards of $500M to $1B in projected revenue opportunities**.
- **Forged strategic partnerships with Top 100 Global Venture Capital firms**, including Venrock (Rockefeller family), Breakout Labs (Peter Thiel, co-founder of PayPal and Palantir), along with global industry-leaders **(IBM, Microsoft, Oracle).**
- **Built a reputation for sales excellence with executive teams globally**, creating numerous win-win situations between enterprises, and driving million-dollar revenue growth **with 1000%+ ROI due to an efficient, effective process.**

PROFESSIONAL EXPERIENCE

Supersalesguysandgals – Chicago, IL 2012 to Present

President & Founder

Direct a B2B sales consultancy operating as an outsourced business development arm for startups, growth-stage firms, and mid-market/Fortune 1000 companies. Partner directly with executive teams and founders to target decision-makers and guide opportunities from initial conversations to signed contracts. Build CRM, revenue pipelines, and sales processes that make results repeatable and scalable, forging growth engines that go beyond basic introductions.

Achieved Significant Results:

- Served as a trusted advisor to C-suite executives at 20+ companies across insurance, AI, data, clinical research, telecom, recruiting, HR consulting, aerospace, and logistics, opening doors to executive buyers (CIOs, CFOs, and public officials).
- Built and expanded business models that scaled across global operations and reached values of $36M+; consistently exceeded ambitious sales quotas and timelines by generating millions of dollars in revenue with minimal resources.
- Recruited, trained, and led a high-performing team of sales representatives that fuel the success of client enterprises; leveraging a proven methodology that has succeeded across industries and countries.

Sales-as-a-Service: target identification, prospecting, presenting, and closing.

1. Refining the value propositions of B2B companies and positioning them for Fortune 500 and/or mid-size markets.
2. Creating a tailored list of high-value prospects that show the potential for conversion into long-standing accounts.
3. Building relationships with contacts and generating status reports, call recordings, and key performance indicators.
4. Delivering signed contracts by qualifying leads, arranging executive meetings, and guiding pitches and proposals.

See attached list of reference clients & accomplishments:

Supersalesguysandgals reference clients:

AllServiceMoving.com (2025 to Present):
**a residential and commercial moving company with offices across OR, WA, CA, and AZ.*
Spearheaded market entry and commercial expansion across multiple states. Identified CFO-level buyers and mid-sized firms with between 200 and 500 employees. Initiated, negotiated, and closed deals to support office relocations. Provided guidance on sales and business development to AllServiceMoving's core executive team.

- Procured and led meetings with mayors, city managers, senators, and other senior public officials as a corporate lobbyist, supporting the deployment of all-electric, sustainable moving fleets into municipal and regulated markets.
- Drove commercial sector expansion by targeting executives at Certified B Corporations, encouraging them to leverage an environmentally sustainable, all-electric vehicle fleet for carbon-neutral relocations.

MarsTQM (2025 to Present):
**an AI-powered ETL testing automation platform that reduces costs and improves data quality.*
Recruited following an initial 2019 engagement. Served as the Strategic Sales Lead and drove the adoption of an AI-powered data testing automation platform. Targeted Fortune 1000 firms within the insurance and financial sectors. Refined B2B sales pitches and value propositions, tailoring all messaging to ROI and market-specific needs.

- Sourced engagements with CIOs, Heads of Data & Analytics, and QA leadership; presented the proprietary platform, emphasizing innovations in automated test case generation, system regression, and data pipeline validation.
- Positioned MarsTQM for Series A/B institutional investment as a next-generation data assurance platform that meets all regulatory and audit compliance standards for both the US and Canadian markets.

ValosBoston.com (2022 to Present):
**offering services to ensure the success of clinical trials through statistical programming, auditing, and data management.*
Led outreach to clinical research organizations and biotechnology companies. Demonstrated the value of Valos' expertise based on real-world examples.

- Initiated sales cycles with Surface Oncology ($30M/100 employees), BioRasi ($50M/272 employees), Worldwide Clinical Trials ($422M/2.6K employees), among many others.

Enterprise Stress Management (2022 to Present):
**an HR consultancy firm offering services across employee engagement, health/safety, and training program development.*
Partnered directly with the firm's founder to discover, pursue, and close business opportunities. Cold-called, networked, and generated leads with executive teams. Hosted discussions that tailored services/solutions to client enterprise needs.

- Originated sales deals with breweries, insurance firms, and C-suite executives at Infor (a $2.5B+/20K employees).

North Shore Medical Labs (2022 to 2023):
**a full-service clinical laboratory dedicated to serving the dynamic needs of healthcare providers.*
Developed new enterprise clients for a 150-employee clinical laboratory. Pursued the objective of becoming a new national clinical laboratory to win market share away from LabCorp and Quest Diagnostics.

- Guided sales cycles with C-suite executives at Memorial Sloan Kettering Cancer Center ($5B+/17K employees), Cheyenne Medical Center ($2.5B/1.7K employees), and various smaller hospitals and medical centers.

Xilo.io (2020):
**XILO eliminates data entry for insurance agencies by providing them with world-class quoting experience forms.*
Built a global sales organization, defining the systems, processes, and teams required for success. Launched plans to provide world-class customer experiences to Fortune 1000 firms. Defined the tactical approach to lead generation and qualification, CRM, marketing automation, cold calling, and scaling.

- Spearheaded the continuous improvement and refinement of sales processes based on feedback and data.
- Introduced the company to some of the largest angel investors and venture capitalists in the world.

Supersalesguysandgals reference clients:

Beneluxtekgroup (2019):
**a recruiting firm providing highly qualified professionals to support aerospace and engineering divisions.*
Expanded the B2B reach of a recruitment and talent acquisition company. Implemented new lead generation processes that innovated within the space, advancing the achievement of revenue objectives.

- Secured $1.4M in recruiting contracts by leading and leveraging an internal team of sales professionals.
- Acquired accounts such as Boeing, Lockheed Martin, Bombardier Aerospace, Embraer, IBM, Microsoft, and Oracle.
- Arranged pitch meetings with 24 vice presidents and C-suite executives, plus 7 directors.

Chisel.ai (2018 to 2019):
**Venrock & Rockefellers Top 100 Venture Capitalist Fund targeting the quote-to-bind process of the Top 100 insurance carriers.*
Translated the value offered by Chisel.ai's cutting-edge technology solution into pitch decks and proposals. Led B2B outreach across industry-leading companies, including Zurich, Aviva, and Berkshire Hathaway. Championed the elimination of manual data entry during quoting, underwriting, and other time-consuming processes.

- Prospected meetings with 8+ Top 100 insurance carriers in less than 9 months with direct CIO involvement.
- Defined the sales approach for an ambitious startup with private equity backing from the Rockefeller family.
- Laid the framework for future business development and secured high-value contracts with Fortune 1000 companies.

Monster Technology (2018):
**providing dependable VoIP services that support voice, video, and messaging for seamless communication.*
Designed and executed sales strategies to drive product adoption across dealerships. Analyzed markets and competitors, and outpaced major industry players, including RingCentral, Zoom, AT&T, and Verizon. Leveraged years of experience in building trust among executive stakeholders and targeting and influencing key decision-makers.

- Generated $1M ARR within 3 months by targeting the top 150 dealership groups in North America.
- Delivered strategic recommendations to Monster Technology's executive team encompassing KPIs, pipeline growth, future opportunities, outcomes and ROI, and areas for improvement.

BreakoutLabs (2018):
**Top 100 Venture Capitalist Fund and grant-making program of the Peter Thiel Foundation.*
Steered pre-launch preparation phases for an innovative, AI Theranos approach to urine testing for diseases and drugs. Led the strategic planning of lobbying and media relations efforts.

- Secured a deal with the US federal government and opened opportunities projected at $500M-$1B in revenue.
- Built relationships with Fortune 500 company executives, including UPS and Walmart, among many others.

Oracle (2015 to 2017):
**Top 3 global technology company and industry-leader in cloud application, database, and AI technologies.*
Spearheaded business development by leading a team of 7 strategic field reps, building relationships across Fortune 500 and small-to-midsize businesses, and driving the adoption of Oracle solutions/services to replace legacy systems. Hand-selected to serve as a subject matter expert for Oracle IaaS/PaaS across North America; refined the core strategy behind service sales.

- Achieved 732% of annual objectives in 9 months while establishing a $33M pipeline.
- Secured deals with Tier 1 financial services accounts (JPMorgan, Goldman Sachs, etc.).
- Created the prospecting methodology that was integrated globally into an internal competitive analysis platform, impacting the efforts of 70K+ Oracle sales representatives and shaping the new Oracle 360 platform.
- Lobbied on behalf of Oracle's interests across the US and Canadian federal governments, developing IT risk mitigation plans, advancing projects and solutions across stages, and opening yields between $500M to $1B.
- Opened multimillion-dollar revenue opportunities for solution development of hybrid cloud environments, including major US federal institutions, such as the IRS.

Supersalesguysandgals reference clients:

DormaKaba (2012 to 2014):
**a global security group offering safe and seamless access solutions.*
Orchestrated pipeline development, lead generation, prospecting, conversions, and client/account acquisition. Discovered untapped market segments and capitalized on emerging opportunities. Significantly accelerated sales process cycle times and reduced risks. Leveraged LEAN and Six Sigma methodologies to establish internal controls, automation, and quality systems.

- Generated a record-breaking 190% annual increase in sales team revenue share (highest in 15+ years) by creating an insurance model for electronic door locks, a process now adopted worldwide by DormaKaba.
- Built out a pipeline valued at $36M and transformed the operations of a 25-person field operation, establishing a 'leads' department and introducing a new insurance/risk mitigation model ($9.75M annually).
- Pursued high-value deals with the previously underutilized hospitality industry; negotiated and secured contracts ranging in value from $250K to $5M while covering entire hotel brands.

Other Clients & Early Career Experiences:
Mobana Software (2022 to Present) | Privately held Silicon Valley Start-Up | Sold an analytics modules solution. Initiated sales cycles with the City of Wichita Smart City Program C-Suite.

MedlogicUS (2020) | Acquired clients valued in excess of $1M revenue per month. Expanded the market presence of a new saliva-based test for COVID-19. Secured deals with BrightStar Care and Florida Community Care.

Pennsylvania Paper & Supply Co (2018 to 2019) | Generated a $1M sales pipeline within 3 months; led a team of representatives across two divisions of business (industrial supplies and facility maintenance).

AccountSend (2018) | Start-up | Partnered with the CEO of a workflow automation firm, selling to accountants, lawyers, and brokers.

Ecomirgroup (2018) | Ranked in the Top 100 of the Inc. 5000 | Drove luxury décor B2B sales deals with the largest hospitality brands in the US.

InfoGainConsulting (2018) | Strategic Microsoft Partner | Sold Microsoft Dynamics 365 to underserved US markets.

Swish Ltd. (2010 to 2012) | Exceeded growth quotas for key accounts (Home Depot, Canadian Tire, Walmart, and more).

InField Marketing Group (2010 to 2011) | Ranked #1 in client satisfaction for Wrigley's, Jack Daniels, Broiler King, Nestle, etc.

Can-Tech Services / Bombardier Aerospace (2007 to 2008) | Developed a database of 70k+ clients and exceeded objectives 3x.

EDUCATION & PROFESSIONAL DEVELOPMENT

CPA Professional Designation (Former) | Accounting & Corporate Performance | Chartered Professional Accountants
CFA Professional Designation (Former) | Chartered Financial Analysts Institute
Master's Degree in LEAN Enterprises | Statistical Quality Control & Process Improvement | Villanova University
Bachelor's Degree in Business Administration | Graduated with Honors | Trent University

LANGUAGES

Bilingual in English & French