# Brett Weaver

## SALES & GTM LEADERSHIP

Enterprise business development | Strategic accounts | Commercial operating systems

Twin Cities, Minnesota | US remote | Open to executive travel
brett.l.weaver@gmail.com | linkedin.com/in/weaverbrett
brettleeweaver.com

## PROFILE

Commercial leader with nearly two decades of B2B experience spanning consultative selling, enterprise opportunities, language services and strategic accounts. Connects customer insight with delivery, product and repeatable operating practices. Progressed from business development to Director of Account Management at PGLS / Piedmont Global. Builds independent AI-assisted software and evidence products.

## EXPERIENCE

### PGLS / Piedmont Global | Aug 2022 - Jan 2026

Director of Account Management / Senior Business Development Manager

• The 2024 manager review reported 22 net-new logos while carrying substantial existing-account responsibility.

• Won the CHAS on-site interpreting RFP, reported at $300K annual revenue, and helped preserve the relationship during the SIT-to-PGLS transition.

• Supplier Diversity outreach led to selection as one of two vendors for a New York Life interpreting pilot. The associated program had $1M total spend; the post-pilot award was still undecided in the review.

• Coordinated implementation and account development for Minnesota Community Care; the review reported $225K YTD revenue.

• Identified Brightside's quick-turn translation need and worked with Product and Technology to develop and launch PGLS Express.

• Prepared a 2026 account-management strategy covering tiering, lifecycle practices, QBRs, MEDDPICC, account intelligence and proposed HubSpot workflows. Organizational and automation plans were prepared for approval.

### TheWordPoint | Oct 2020 - Jul 2022

Director of Sales

• Language-services selling, discovery, scoping and coordination with delivery. Contemporary operating notes document revision expectations, samples, formats, timelines and sales-to-project-manager handoffs.

Results above follow the manager review covering September 2023-August 2024, printed November 2024. Figures are historical review-reported results, not current revenue or annualized run rates.

# Brett Weaver

## EARLIER COMMERCIAL EXPERIENCE

### Triple Shift Entertainment | Sales Manager | 2019 - 2020

Venue sales, customer experience and reporting. A director distributed Brett's weekly recap as the sales-team reporting template in February 2020.

### TravelNet Solutions | Digital Solutions Consultant | 2018 - 2019

Digital marketing and hospitality software sales.

### TRIPTYCH / The Marek Group | SaaS Sales | 2017 - 2018

Enterprise conversations about sales and marketing enablement.

### FIS | Senior Consumer Relations | 2015 - 2017

Customer communications in a financial-services environment.

### Wells Fargo | Sales Associate (Contract) | 2014 - 2015

Contract sales assignment.

### Wolters Kluwer Financial Services | Territory Sales Executive (Inside) | 2012 - 2014

Risk and compliance solutions for financial institutions.

### Deluxe Corporation | B2B Sales / Branding | 2007 - 2012

Business products, consultative selling and branding advice.

## INDEPENDENT SOFTWARE & AI PRODUCTS

### AIAIMate / Good Flippin Design | Jan 2026 - Present

• AI-assisted development of AIAIMate, a free public AI-literacy site, and GlobalDeets, an evolving public information and provenance project.

• Developing FWOMPS, a local agent prototype exploring separate execution, verification and promotion authority.

## CAPABILITIES

Enterprise sales and RFPs | Strategic-account development | Customer advocacy | Cross-functional coordination | Account operating-model design | Sales enablement | AI-assisted product development

Selected commercial and product case studies: brettleeweaver.com/proof.