REX SCOTT WALTON

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Tampa Bay / Orlando, FL

Strategic and Enterprise Accounts | SaaS, AI, Cybersecurity, Fiber Infrastructure

SUMMARY

Strategic and enterprise sales leader with 15 years of closing complex, multi-year SaaS, AI and infrastructure agreements with executive buyers. At SambaNova I sold AI infrastructure, data, BI and AI/ML solutions to C-level stakeholders; at Frontier I sold fiber and cybersecurity and deployed infrastructure to meet clients' growing data capacity needs. Co-founded AGREE.me and represented IBM into complex global deployments. Worked as an individual contributor and led go-to-market teams regionally and nationally, including driving business development and strategic expansion into new markets. Reached 143% of quota and 189% in value-added services; President's Club.

SKILLS

Strategic account ownership and expansion, Multi-threaded executive relationships, AI, data and BI solution sales, Fiber and network infrastructure sales, Cybersecurity and identity, Commercial negotiation, multi-year terms, Business development and partnerships, New-market and territory development, SaaS enterprise sales, Sales team leadership and coaching

EXPERIENCE

Sr. Sales Executive, Fiber and Cybersecurity | Frontier, a Verizon Company | 2025 to Sep 2026

- Sold fiber internet and cybersecurity services at Frontier, newly acquired by Verizon, deploying infrastructure to meet clients' growing data capacity needs; built a qualified pipeline from zero through prospecting and territory development.
- Reached 143% of quota and 189% in value-added services; earned President's Club.
- Able to sell to both consumer (B2C) and business (B2B) customers; qualified, handled objections and closed on disciplined timelines.

Director of Business Development | AGREE.me | 2023 to 2024

- Built partnerships and go-to-market for a digital agreement platform combining identity verification, digital notarization and blockchain validation.
- Positioned identity use cases (verification, authorization, fraud prevention) with enterprise buyers; coached sales executives while selling alongside them.

Director, Enterprise Sales (AI: Life Sciences, Banking, Financial Services, Insurance) | SambaNova Systems | 2022 to 2023

- Sold AI infrastructure and AI/ML solutions to C-level stakeholders in banking, financial services, insurance and life sciences, owning account strategy and multi-year commercial terms from first meeting through contract.
- Coordinated product, engineering and technical teams on evaluations, pilots and proposals to shorten cycles and close complex, multi-stakeholder deals.
- Sold data, BI and AI/ML solutions; coached account executives through discovery, executive conversations and negotiation.

Sr. Enterprise Sales | VIPRE Security (a division of Ziff Davis) | 2020 to 2022

- Closed enterprise cybersecurity deals with CISOs and senior security leaders, selling threat mitigation, recovery, risk reduction and compliance outcomes.

Director, Enterprise Sales, Southeast Region | Gateless (acquired by AI Foundry, a Kodak company) | 2017 to 2019

- Directed Southeast enterprise sales of AI-driven document intelligence tied to compliance and data accuracy; led and coached the regional team while carrying a personal quota.

VP, Enterprise Sales and Business Development, US/UK/EU | Sekure ID / WorkEasy Software | 2015 to 2017

- Ran enterprise sales and business development for biometric identity and authentication across the US, UK and EU, including leadership of the sales organization.

Licensed Real Estate Investment Advisor and Notary | Scott Walton PA, LLC | 2013 to Present

- Directed transactions and analytics across single-family acquisitions, renovations and leasing; served as Chief of Staff for a large residential and commercial property portfolio.

EDUCATION, RECOGNITION AND ACCOUNTS

Florida State University, B.S. Economics. President's Club (Top 1%). Most Innovative ECM Integration Award, Business Solutions Magazine. Eagle Scout.

Selected accounts: Bank of America, GE Capital, Fiserv, Walmart Credit Services, Blue Cross Blue Shield, United Auto Insurance, Cisco, NTT Data, Abbott Labs, Disney.