

Scott CAMPBELL-QUINN



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Professional summary

Highly accomplished golfer and experienced business professional, blending a successful amateur and early professional golf career with over a decade of elite performance in enterprise sales. Former junior captain at Sunningdale GC, Surrey 1st Team, and Ireland U21 Youths Squad, and completed PGA Year 1 as Assistant Pro at Bray Golf Club, Dublin.

After a 15-year break from golf, I have returned to competitive play with a current handicap of 2 out of Blackmoor GC. Joining the PGA training program in October 2026, I am seeking a club attachment to transition my career back into the golf industry, where I am meant to be. I look forward to:

- Supporting and enhancing the pro shop and professional operations.
- Delivering high-quality coaching and lessons for all skill levels.
- Implementing club initiatives that improve member satisfaction and engagement.
- Bringing business acumen to optimise club revenue streams related to golf operations.

Work history

August 2023 - current

Strategic Account Executive (Major Accounts)

Redwood Software

EMEA

Responsibilities:

- **Drive Strategic Value Alignment:** Align Redwood's automation solutions with each customer's business objectives and transformation roadmap to ensure long-term strategic partnership and measurable impact.
- **Own Account Growth & Retention:** Lead renewal, upsell, and cross-sell initiatives to drive expansion and maximize ARR
- **Develop and Execute Account Strategy:** Build and deliver multi-year account plans based on deep account knowledge, operational priorities, and industry trends.
- **Orchestrate Cross-Functional Execution:** Coordinate internal teams across product, delivery, and support to ensure seamless execution and deliver outcomes that exceed client expectations.
- **Build and Leverage Executive Relationships:** Proactively engage CIOs, CTOs, CFOs, and other senior stakeholders to advocate Redwood's automation fabric, deepen executive alignment, and unlock new growth opportunities

Performance:

FY 2024

- Annual Quota Attainment: 383%
- #1 AE Globally
- Closed largest ARR deal in Redwood history

FY 2025

- Q1 Quota Attainment: 280%
- Q2, Q3 Sabbatical

December 2017 - current

Strategic AE_Major Accounts

Reputation

EMEA

Responsibilities:

- Running my business of 5 major install-base accounts & 15 greenfield enterprise accounts
- Working to a self-designed internal operating system that best utilizes all available internal resource divisions to positively contribute to my business; Marketing, SDR, SE, CS etc
- Industries: Manufacturing, Retail, Automotive, Hospitality, Healthcare, E-commerce
- Successful experience selling into C-suite: CIO, CMO, CFO, COO, CSO, CPO, CEO
- Maintaining consistently accurate forecasting and revenue performance against quarterly/annual quota
- Successfully managing complex RFP cycles/responses
- Presenter at Core Industry Tech Events

Performance to date:

- **2018:** Quota: \$594,000 / Achieved: \$660,000 +111%. Global Rookie OTY. Presidents Club.
- **2019:** Quota: \$1,015,080 / Achieved: \$1,331,220 +130%. #1 International AE. International Deal OTY - Renault UK \$330,000 ARR. Presidents Club
- **2020:** Quota: \$1,015,080 / Achieved: \$1,256,089 +123%. 2020 Presidents Club
- **2021:** Quota: \$1,015,080 / Achieved: \$3,340,716 +330%. Global Deal of the Year - Renault Corporate \$3.1m ARR. Presidents Club. #1 Global AE
- **2022:** Quota \$1.1m / Achieved: \$1,276,000 +116%. Presidents Club

September 2012 - December 2017

Strategic Account Director

Yell Agency (Google Premier Partner)

London

Responsibilities and Performance:

- Winning & managing digital marketing budgets across Yell Agency Premium Accounts (Highest Spend)
- Selling Yell Agency products: Google PPC, SEO, Display and Web Development. Service Contracts
- Sales cycles 3-8 months
- Selling into multiple sectors - Financial Services, Automotive, Hospitality, Ecommerce, Retail, Healthcare
- Quarterly sales targets: £150,000 - £175,000 over attained consistently by driving new business (70%) and upsell (30%)
- £2 million in new revenue signed 2016/17
- National top performer every quarter for my entire Yell Agency duration out of 300 executives Nationally
- **2017:** National Google Premier Partner Top Performer Award - Family Trip, Disneyland Paris
- **2016:** National Google Premier Partner Top Performer Award - Family Trip, Disneyland Paris
- **2015:** National Google Premier Partner Top Performer Award - Family Trip, Disneyland Paris

June 2008 - August 2012

Digital Account Director

Time Inc.

City of London

Responsibilities and Performance:

- Selling online solutions across global leading brands - **RUGBY WORLD, GOLF MONTHLY, NME**
- Planning and selling new features on a monthly basis in order to benefit compatible businesses and generate high revenues
- Canvassing and researching potential clients daily
- Managing and selling branding features
- Ensured all targets (both individual and team) were met and exceeded without fail
- Won salesperson of the quarter on 5 occasions.

Skills

- SaaS/Cloud
- Digital & Technological Transformation (Google Cloud Certification)
- Digital Marketing & CX Certified
- Google Certified - SEM, PPC, SEO
- Sales Forecasting / PG
- CRM
- Value Assessment Building / Strategic Proposals
- RFP Management
- Account management
- Strategic/Enterprise Selling
- C-Level selling
- eValue Selling Certified
- Negotiating
- Market intelligence
- Lead generation
- Professional Golfer

Education

January 2006 - January 2008

Professional Golf

Amateur and Professional Golf

Birmingham University

Golfing Career:

Amateur level

- Surrey Juniors, Colts and First Team Golf. Ireland U21s
- Highlight finish - 6th in the European Youths Championship, Portumna Golf Club, Ireland, 2005.

Professional

- Assistant at Bray GC, Ireland
- Completed PGA Year 1
- Playing EuroPro and Jamega
- In 2008 I transitioned from golf into a new career in IT Sales

September 2003

A-Levels

Surrey

St Johns School, Leatherhead