Austin Rahm

Account Manager, Strategic Inside Sales, SUSE

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SUMMARY

Enterprise software seller with a unique perspective on the deal, built selling as an OEM, as a reseller and on a channel partner team. Consistently over quota at Dell Technologies, now owning the full sales cycle for Fortune 500 accounts in regulated industries at SUSE. Builds pipeline with VAR partners, presents at the C-suite level and holds a BBA in Finance from Texas State University.

EXPERIENCE

SUSE

Account Manager, Strategic Inside Sales — Sep 2025 to Present

- Own the full sales cycle for Fortune 500 accounts across every major regulated industry, where reliability requirements are strict and contracts are long.
- Carry a **$9.6M** FY26 quota, including **$2.3M** in net-new logos, and drove **$4M+** in net-new pipeline this fiscal year.
- Hunt alongside VAR partners, cross-referencing hardware and software install bases to lead every conversation consultatively.
- Core member of SUSE's Edge Tiger Team for the Losant acquisition: protected business continuity and partnered with Losant founder and former CEO Charlie Key to create new offerings for industrial automation and retail edge. Drove **$3M+** in net-new pipeline on top of individual quota.

Dell Technologies

Strategic Account Manager, Cloud, Software & Security Solutions — Nov 2024 to Sep 2025

- Full-cycle sales of on-prem and cloud software to existing and prospective Dell customers.
- Delivered **116%** average attainment on a **$3M**-**$4M** quarterly quota (Q4 **115%**, Q1 **130%**, Q2 **103%**).

SUSE Software Sales Specialist V, SUSE Partner — Oct 2023 to Nov 2024

- Owned all SUSE sales through Dell across North America, from prospect to close.
- Led SUSE go-to-market across Dell customers, Dell hardware and software account teams, and SUSE account teams.
- Exceeded quota, averaging over **110%** annually against a **$6.5M** target.
- Built industry- and client-specific marketing campaigns with cross-functional teams to drive pipeline and opportunity conversion.

Senior Sales Operations Analyst — Sep 2021 to Oct 2023

- Served as hardware solutions architect for Dell's laptop and desktop portfolio, supporting maintenance, diagnostics and upgrades across the full product life cycle.
- Built a new Azure business intelligence database that transformed department-wide standards and processes.

Pre-Sales Analyst, Customer Success Specialist III — May 2021 to Sep 2021

- Managed a nationwide channel, diagnosing hardware and software issues and keeping clients engaged with fast turnaround.

EDUCATION

Texas State University
BBA, Finance, McCoy College of Business
San Marcos, TX, 2017 to 2020

SKILLS

Sales: C-suite presentations; OEM selling and reselling; Distributors and IHVs; Microsoft volume licensing; Financial services
Technology: Kubernetes; Containers and virtualization; Linux; Embedded solutions; Hardware, software and services; AI