

# SIMON BRUUS

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I'm a highly ambitious, forward-thinking, and driven Danish sales professional with 6+ years of experience in complex B2B sales across a variety of industries and markets based in London, UK. Consistent track record of over achievement and recognition as a top performer - trained in multiple sales methodologies including MEDDIC & Vista Value Selling. Expert knowledge of multiple sales enablement tools: Salesforce CRM, Office 360, Slack, Google Suite, SalesLoft, etc. Native in Danish & English with professional proficiency in Norwegian & Swedish.

Further description of roles is available on my **LinkedIn** profile, including breakdown of awards, publications, scholarships & references.

## EXPERIENCE

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- **Commercial/LC AE @ OneTrust** (*May 2021 – Present*)
  - o Responsible for 1000-4000 empl. Segment in Nordics, 122% avg. attainment across 5 quarters. Certified expert in tool, ran entire sales cycle from introduction to close (including tech demos).
- **SMB AE @ OneTrust** (*Jan 2021 – May 2021*)
  - o 133% attainment in first Q. Certified expert in tool, GDPR expert.
- **Senior SDR @ Xactly** (*Jan 2020-Jan 2021*)
  - o Responsible for Nordics & BENELUX, voted 20<sup>th</sup> best SDR in the UK in 2020. Won multiple internal awards (MVP, Top Performer, Presidents Clubs, etc).
- **SDR @ Xactly** (*Aug 2019-Jan 2020*)
  - o Responsible for Nordics & BENELUX, won multiple internal awards.
- **Sales Enablement @ Journey XP** (*Jan 2018 – Jan 2019*)
  - o Supporting EU & US sales team with outreach.
- **Sales & Marketing Intern @ Praice** (*Jun 2017 – Sep 2017*)
  - o Supporting EU & US sales team with outreach.

## EDUCATION

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**Oxford Brookes University**  
BA Business & Marketing Management

**2016-2019**