CHARLIE HOLLINRAKE

Enterprise Account Executive | AI, Risk and Security Software

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PROFILE

Enterprise seller with eight years of winning new business with regulated buyers across risk, compliance and security software. **Ranked #1 internationally at KnowBe4** and delivered **122% of quota at LogicGate**, with a best quarter of 243%. Currently leading UK go-to-market for Corporater, selling enterprise risk management to boards, risk and audit leaders, with an **average deal of around £100k ARR** and a largest of £381k ARR. A daily, hands-on AI user who builds his own sales workflows with Claude and Claude Code.

EXPERIENCE

UK & Ireland Country Manager, Corporater | **Jul 2024 to present**

- Primary UK go-to-market lead for a Norwegian enterprise GRC platform, owning the full sales cycle from prospecting to close.
- Grew the existing UK business significantly, selling enterprise risk management to regulated organisations.
- Opens board-level conversations by leading with UK Corporate Governance Code Provision 29.

UK Account Executive, LogicGate | **2022 to 2024**

- 122% attainment against quota; best quarter 243% of target.
- Sold an integrated risk management platform to UK enterprises through risk, security, legal and procurement.

Enterprise Account Manager, KnowBe4 | **Aug 2020 to Mar 2021**

- Ranked #1 internationally. Averaged $119k in monthly sales against a $60k quota, selling to organisations with 1,000+ employees.

Regional Account Manager, KnowBe4 | **Apr 2019 to Aug 2020**

- Set the UK&I record for highest monthly sales ($60k against a $27k quota), self-sourcing most new business.

Channel Account Manager / Sales Administrator, KnowBe4 | **Jun 2018 to Apr 2019**

- Promoted four times in three years, from sales administrator to enterprise seller.

SKILLS

Enterprise new business, complex multi-stakeholder deals, ERM, GRC and security, value-based selling, Salesforce. **Hands-on AI:** prospect research, account plans and personalised pitch pages built with Claude and Claude Code.

EDUCATION AND LANGUAGES

Bootham School, York (2014 to 2016). English (native), Spanish (intermediate).