

BEN GOMPES



Australian & British Citizen



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I'm a versatile commercial leader with 10 years' experience selling complex technology products across fintech, payments, data and AI. I specialise in building and scaling go-to-market motions in ambiguous environments, from early-stage category creation through to enterprise expansion.

At Stripe and previously as Head of Sales at Basiq, I've led 7-figure multi-stakeholder deals with CXOs and product leaders, combining technical fluency with a strong commercial lens. I've consistently delivered above target while helping define how new products are positioned, sold, and scaled to businesses of all shapes and sizes.

I'm excited by the shift toward AI-native software and am most inspired when contributing to teams that are shaping new categories. I'm now on the hunt for my next challenge unlocking and scaling novel use-cases within a leading technology company.

EXPERIENCE

stripe



Stripe | *Enterprise Account Executive – Billing*

Sydney [Jun 24 – Present]

- Own new logo and expansion for Stripe's *Revenue & Finance Automation* suite across AUNZ, operating as the region's first dedicated new business hunter.
- Closed **AU\$2.37m** in total contract value (TCV) across new logos and expansion, running deal cycles and partner-supported motions from discovery → implementation → scaled consumption.
- Led a 12-month RFP pursuit to expand Stripe's relationship with a top ASX-listed enterprise account, advancing to a proposed 5-year agreement worth **AU\$8.8m** in minimum fee commitments (Year 1: AU\$2.0m).
- Selected to attend Stripe Sessions 2025 (San Francisco), recognising top regional performance and strategic impact.

BASIQ

Basiq (now part of Cuscal) is an Open Finance API platform connecting banks <> consumers by enabling access to financial data.



Basiq | *Head of Sales*

Sydney [Jan 23 – May 24]

- Built and scaled Basiq's GTM function, growing new business revenue by **128% (+AU\$2.4m ACV)** over 3 years, culminating in a successful exit for shareholders when Cuscal acquired Basiq in March 2023.
- Designed and executed the commercial strategy for Australia's Open Banking rollout, onboarding **76 customers** and winning **73%** market share within **18 months** of CDR regulation going live.
- Appointed as the key liaison to Cuscal's commercial account teams post-acquisition, led training sessions with a focus on identifying cross-sell opportunities, delivered a pipeline of **AU\$3.6m** in Banking deals.
- Partnered closely with product and leadership to refine positioning, pricing, and packaging as the market evolved, establishing Basiq as the category leader. Increased win rate from **35%** to **49%**.



Basiq | *Senior Account Executive*

Sydney [Feb 21 – Dec 22]

- Consistently exceeded **AU\$1.2m** new business target with **116%** achievement in Y1 and **135%** in Y2. Set a company record by renewing and upselling the largest customer for **AU\$2.2m** (TCV).
- Closed **70+** deals including multi-million dollar contracts with leading Australian FinTechs; Afterpay, Beem It, Cash

Converters, Spaceship, Beforepay & Sharesies.

- Built end-to-end company sales methodology, approach and processes, increased win rate from **28%** to **35%**.
- Launched “Basiq Launchpad,” a structured program to accelerate startup acquisition via product-led growth.

DARKTRACE

Darktrace is the world's leading Cyber AI platform with 2,500 employees across 30 global offices.



Darktrace | *Senior Account Executive – EMEA*

London [Apr 19 – Oct 20]

- Successfully sourced and solely led strategic engagements with:
 - ✓ Europe's largest consumer electronics brand
 - ✓ The world's 6th largest airlines group
 - ✓ India's 3rd largest IT company
- Created and executed a 'Big Deal' strategy in collaboration with Darktrace co-founder, applied Miller Heiman techniques to design a new playbook to increase win rate on strategic deals.
- Invited to present on 'Emerging Cyber Threats' at the University of Cambridge and other industry conferences.

Telstra

Worked across 3 regions: Australia, Asia and Europe and gained broad exposure to a variety of business challenges, working environments and leadership styles.



Telstra | *Enterprise Account Manager – EMEA*

London [Aug 17 – Mar 19]

- Consistently exceeded **£20.6m** revenue target with **106%** achievement in FY18. Accountable for Telstra's largest European customers: Allianz, Ericsson and Sodexo.
- Led a matrixed team of 12 across 4 regions, ensured alignment of strategic account objectives and synchronised global customer engagement. Developed strategic European relationships and drove upsell opportunities.
- FY18 Group Managing Director Award.



Telstra | *Graduate Program*

Sydney & Hong Kong [Feb 16 – Jul 17]

- **Sales Specialist:** Responsible for selling complex solutions including Mobile Applications, IoT & Messaging.
- **International Operations:** Led analysis and evaluation of expansion options for Telstra's Data Centre footprint in London, Hong Kong and Singapore.
- **Strategy Analyst:** Researched and produced executive level communications for strategic projects including Telstra's Corporate Analyst Day, internal transformation initiatives and Data Centre strategy.



Australian Army | *Rifleman*

NSW / ACT [Jan 11 – Jan 12]

- Completed Army Gap Year program to experience life in the military.

EDUCATION

Professional Development & Continuous Learning

- Formally trained in *Value Selling*, *Miller Heiman*, *Solution Selling*, *MEDDIIC* and the art of *StorySelling*.
- Proactively self-taught in the *Challenger Sales* model and *JOLT Effect* methodology for overcoming indecision.
- Undertook the *Mintable's* manager training accelerator to strengthen leadership skills.
- Completed the *National Institute of Dramatic Arts (NIDA) Persuasive Communication* course.

University of Technology Sydney

Sydney [Mar 12 – Nov 14]

- Bachelor of Business: major in Accounting, sub-majors in Taxation Law and International Exchange.