



STEPHEN MOTION

Restaurant SaaS Expert

RELEVANT EXPERIENCE

Experienced leader with a passion for driving growth and innovation in the hospitality SaaS technology sector.

Proven track record of scaling businesses, navigating acquisitions, and delivering exceptional customer experiences.

Skilled in sales strategy, client success, and partnership management.



+1 (202) 445-0686



hireme@stevemotion.com



Remote US (FL) - + Travel 40%

LANGUAGES

- English - Native
- Spanish - Beginner

EXPERTISE

- Cross-functional Team Leadership
- Executive-level Communication
- Creative problem solving
- Sales Strategy
- Client Success and Customer Support
- CRM / Sales Ops Tools
- SaaS and Hospitality Technology
- SDR / Business Development

SKILLS SUMMARY

Client Success



Revenue Growth



Marketing



Partnerships



Yumpingo - SVP Commercial (Remote - Florida) February 2022 - March 2024

Led sales, new partnership, and marketing strategies, was on senior leadership team, adding new MRR, ARR (ADV \$44K - \$920K) securing new partnership revenues. Directed sales and client retention using data driven strategy. Oversaw enterprise pilot conversions and partner/sponsor relationships. Created detailed RFP's, Hired, managed, coached and mentored sales teams across US, achieved \$300K+ ARR sales towards 2023 revenue targets.

Opentable - Enterprise Team Lead (Hybrid - Washington DC) January 2020 - February 2022

Trained global RSS organization on acquired Venga CRM product, developed B2B marketing blue-prints, and structured revenue strategy to grow enterprise/hotel accounts. Sold Openable's full product suite to enterprise restaurant accounts, pitching C-level decision makers and negotiating SaaS contracts. Supported leadership team with consumer-focused retail strategy during COVID-19 pandemic.

Venga - Director Sales & Marketing (Washington DC) Septemeber 2018 - January 2020

Exit to Booking Holdings (\$Undisclosed), Part of the management team, responsible for revenue growth, partnerships, client success revenue, product / dev steering, setting targets and KPIs, implementation, hiring, GTM, strategic sales & marketing plans to drive sales and revenue.

Velocity Black - Director Sales & Marketing (NYC) October 2015 - February 2018

Exit to Capital One (\$297M) Line management of 10 employees across NYC and Miami, hiring, performance management, sales budgeting, compensation planning, and territory management. Played a pivotal role on the International Product Advisory Board, specializing in restaurant technology, mobile payments, and iOS native apps.

Bookatable - Director of Sales (London, UK) February 2010 - October 2015

Exit to Michelin (\$Undisclosed) Grew MM/Enterprise sales, business development and SDR teams from startup infancy to scale and exit stage. Was responsible for international market expansion into UAE, built partnership relationships and developed go-to-market strategies, sales management processes, and worked closely with product development / consumer marketing.

EDUCATION

University of Surrey (Guildford, UK)

BSc (hons) International Hospitality Management
1999-2003