

Nicholas P. Ranahan (Nick)

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Enterprise sales leader with 10+ years of experience driving growth across identity, security, and SaaS platforms. Proven track record of exceeding quota, while leading cross-functional teams, and influencing executive stakeholders. Recognized for driving team performance, mentoring peers, and operating as a field leader within enterprise sales organizations. Former U.S. Marine Corps officer with deep experience leading teams in high-stakes environments.

EXPERIENCE

Okta, San Francisco, CA

Regional Manager, Enterprise Sales

May 2025 - Present

- Led cross-functional GTM team (CSM, TAM, SE, SDR, overlay AEs) across 12 enterprise accounts, driving coordinated account strategy and contributing to 167% core quota attainment
- Acted as deal quarterback on complex, multi-stakeholder transactions, coaching internal teams and aligning executives to close multi-year IAM and security platform deals
- Mentored junior AEs and SDRs on deal strategy, pipeline development, and executive engagement best practices
- Partnered with leadership on forecasting inputs, and pipeline inspection - focused on learning the Okta process

Salesforce, San Francisco, CA

Account Executive, Named and Territory

January 2021 - May 2025

- Selected for Salesforce Accelerate Leadership Program (top-performing cohort), focused on developing future sales leaders through mentorship, strategic deal leadership, and team performance coaching
- Quota Achievement: FY22: 193% | FY23: H1-100% (average) | FY24: Military Leave | FY25 - 84%
- Awarded "Fight Hard" distinction | Peak Performers Club (top 5%) | Mentored and coached junior AEs and BDRs on pipeline development and deal execution, improving team-level performance and coverage

Business Development, Enterprise & Financial Services

August 2018 - December 2020

- Quota Achievement: 131% (average) | Team leader | Military Leave Q4 2018 - Q2 2020 for service and training

United States Marine Corps, Quantico | Pentagon | Overseas

December 2018 - March 2024

Logistics Officer, Company Executive Officer, Action Officer (Deployed, Active Duty, Reserves)

- Led a multi-layered leadership structure of 100+ personnel, directly managing 4 Platoon Sergeants and enabling execution through subordinate squad and fire team leaders
- Accountable for team performance, training, and operational readiness across distributed units, driving outcomes through delegated leadership and structured command
- Served as senior military representative on deployment and in-country, partnering with U.S. State Department
- Directed planning and execution of multinational deployment (203 personnel across 5 countries), managing risk, logistics, and cross-functional coordination in high-pressure environments

Pared, San Francisco, CA

March 2017 – August 2018

Account Executive, Sales Lead, first sales hire

- Built and led initial sales team, establishing GTM motion, forecasting processes, and early revenue engine
- Quota Achievement: 120 customers to 1000+ in the first year, leading to early Series A funding round

Wind River, Intel, Alameda, CA

Dec 2013 – March 2017

Corporate Sales/Business Development

- Quota Achievement: FY14 - 130% | FY15 – 129% | FY16 – 126% | FY17 – 103% | Team Leader FY16

EDUCATION

- **Georgetown University**, Washington DC - **Masters in Project Management, MPS** - class of 2027
- **Dominican University of California**, San Rafael, CA - **Masters of Business Administration, MBA** - Academic Honor Graduate, Beta Gamma Sigma Awarded
- **Golden Gate University**, San Francisco, CA - **Bachelors of Science Degree, Business Finance**
- **Community College of the Air Force**, Montgomery, AL - **Associates Degree, Criminal Justice**

ACTIVITIES & SKILLS

- **US Air Force: May 2015 - Dec 2018: 129th Rescue Wing**, Security Forces Squadron
- Volunteering with The Marine Corps Association, Toy For Tots, Slide Ranch & Salvation Army
- Mastery of GTM Technologies, AI Tools, Operational Consulting, Executive Engagements