ALEX BRAIN

+46761472590 • janobrain@gmail.com • Stockholm, Sweden

Professional Summary

GTM and commercial leader with 20+ years of **helping complex organisations adopt transformative technologies and services**, including large scale enterprise AI and agentic systems. Extensive experience partnering with product and engineering teams to translate AI capabilities into real-world deployments across regulated and mission-critical environments.

Most recently, contributing directly to **UiPath's growth journey from $250M to $2B ARR**, working hands-on with clients to operationalise **agentic AI**, validate early use cases, and shape feedback loops between enterprise users and product teams. Deep background in enterprise change management, AI adoption constraints and building trust with senior stakeholders.

Known for an **ownership mindset**, the ability to build **high performing GTM teams**, and a focus on enabling **rapid adoption of powerful AI platforms** while ensuring long term enterprise value and credibility with clients and users.

Work Experience

UiPath

2019 – present

Enterprise Agentic AI and Automation Platform

Regional Vice President, Stockholm, Sweden — Since February 2023

- Lead GTM team of 17 to drive growth of Swedish and Norwegian business, currently at $30M ARR
- Achieved 25-29% ARR increase each of the past 3 years, more than double global ARR growth rates
- Defined and executed the Nordic GTM strategy for agentic AI and automation, adopting global positioning into locally resonant use cases and messaging
- Own end-to-end commercial execution in the region, from territory design and pipeline creation to deal strategy and client expansion across enterprise, commercial and public sector segments
- Hire and develop an elite GTM team, with one of the highest sales productivity metrics within the company
- Build local partner community across GSIs, hyperscalers, and local consulting partners
- Nominated to multiple Podiums, UiPath's prestigious internal award program for high performers

Global Account Manager, London, UK — March 2019 – February 2023

- Closed $25M+ of new business total contract value over a 4-year period
- Top sales performer in the UKI region 3 of 4 years
- Ran a portfolio of 10 accounts across life sciences, financial services, consumer goods and manufacturing
- Designed and executed account-level growth strategies, aligning automation and AI capabilities to the client's organisational goals at the C-level, e.g. productivity, working capital, compliance, revenue growth
- Developed a network of partners across territory for "sell with" and "sell through" opportunities, including big 4, Accenture, IBM

Genpact, London, UK **2012 – 2019**
Business Process Outsourcing and Digital Transformation Professional Services Firm

Vice President, Lead Client Partner

- Led a $28M annual revenue business engagement with a top tier client in the pharmaceutical industry, delivering global Finance, Accounting and Procurement operations
- Closed over $175M of revenue (cumulative total contract value) from 2013 to 2019
- Joint responsibility for 500+ FTEs in 6 delivery centres in India, China, Europe and Latin America, including multi-functional GTM team
- Consistently beat annual sales targets 5 out of 6 years
- Accountable for delivering 50%+ productivity over contract term, which includes overseeing a digital transformation programme, robotic process automation, process mining and process/policy standardisation, laying the groundwork for later AI-driven transformation
- Responsible for full sales and delivery life cycle for all solutions delivered to the client, including demand and pipeline generation, solution development, contract closure, and delivery

Tremont Management Services GmbH, Munich, Germany **2005 – 2010**
Information technology recruitment agency

Co-founder and CEO

- Founded a specialised IT recruitment agency focused on advanced SAP expertise
- Built up sales to €1.5M+ per year, with consistent growth from 2005 to 2008, winning key accounts including HP, IBM, Capgemini, Volvo and BMW
- Survived global financial crisis by restructuring the company in Q1/2009, reducing costs by 60% and implementing a new sales strategy that resulted in a new contract with Coca-Cola that steered the firm through the financial crisis
- Winded the business down in 2011 while completing a full-time MBA

Genzyme (acquired by Sanofi), Cambridge, MA, USA **2002 – 2005**
Global biotechnology company focused on rare disease

Clinical Research Associate

- Supported multiple teams in clinical operations within orthopaedics, including clinical trial monitoring
- Launched a cross-functional committee to review funding for Investigator Sponsored Trials and led a team of 3 external contractors for extensive FDA compliance data collection

Education

University of Cambridge, Cambridge, UK **2010 – 2011**
MBA, Judge Business School

1998 – 2002

University of Massachusetts, Amherst, USA
BA (Honours) in Economics, *Magna Cum Laude*
BA (Honours) in Classics & Philosophy, *Magna Cum Laude*

Languages

English (Native) | **Spanish** (Fluent) | **German** (Advanced: worked in Munich for 5 years) | **Italian** (Intermediate: studied in Florence for 1 year) | **Swedish** (Beginner: live in Stockholm)