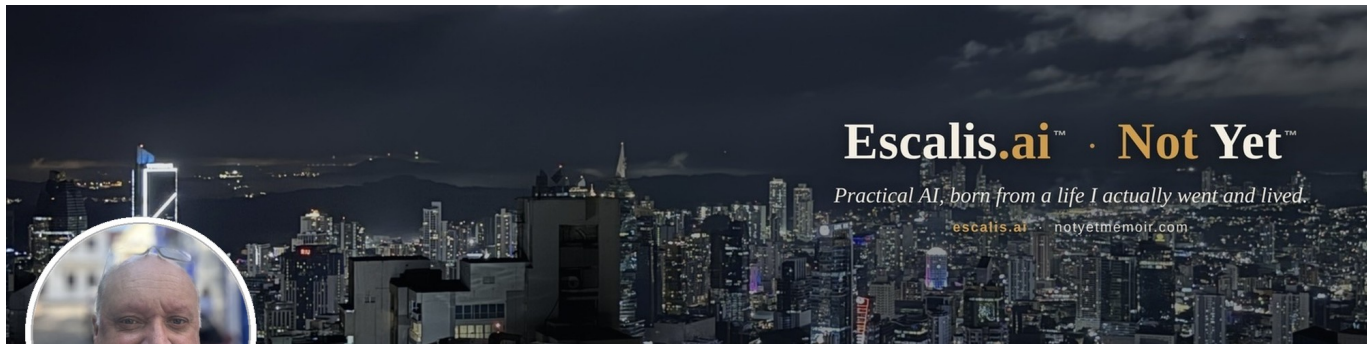




FRANK SEGERS

International Enterprise Sales Executive · AI platforms practitioner · 'Frank the Tank'

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Global coverage · Flexible business hours · Travel-ready worldwide

PROFESSIONAL SUMMARY

Senior B2B enterprise sales executive with 25+ years closing complex deals across EMEA, NAM, LATAM, and APAC (AI, SaaS, data, IoT, blockchain, telecom). Nicknamed "Frank the Tank": once engaged, deals get closed. Polyglot (Dutch and English native; French, German, Spanish fluent; Portuguese and Italian intermediate). Hands-on across major LLM platforms (Claude, Grok Bot, Gemini, Copilot, ChatGPT): I train and use them daily in real commercial work. At Escalis I run a live AI commercial team every day (Chief of Staff plus specialist agents for sales, pipeline, and related ops). They keep working when the laptop is closed. I install the same practical AI commercial pattern for owner-led CEOs.

That multi-platform grounding helps when selling AI to buyers who already live in those tools; I know where each model shines and where it breaks in real sales work. I am not a local-only profile: international closer, polyglot, and I build hard things from zero (Not Yet memoir and a live AI commercial stack over the past year).

CAREER HIGHLIGHTS

- Run a production AI commercial team at Escalis; install practical AI commercial workflows for owner-led CEOs (escalis.ai).
- Grown businesses from zero to regional market leadership, multiple times, in multiple geographies.
- Closed a single deal valued at \$400M as Managing Director EMEA (Spike Broadband / Remec).
- Built channel sales from \$0 to \$10M+ as VP Channel Sales at Transmode Systems (now Infinera).
- Grew market share from 10% to 90% at TE Connectivity / CommScope.
- Carried and closed enterprise pipeline across three international regions at once.
- Top deal closer for VaultSpeed in EMEA, NAM (USA), and APAC.

EXPERTISE & LANGUAGES

Expertise: Enterprise AI GTM · Practical AI adoption · Multi-LLM platforms (Claude, Gemini, Copilot, ChatGPT, Grok Bot) · Social GTM (LinkedIn, X) · Full-cycle deal closure · Hunter mentality · Direct sales & channels · Pricing & negotiation · New business development · CRM (Salesforce, HubSpot, Pipedrive)

Languages: Dutch, English (native) · French, German, Spanish (fluent) · Portuguese, Italian (intermediate)

Delivery: Remote / flexible · Travel-ready for client meetings and office visits · Global coverage · European / American business hours

PROFESSIONAL EXPERIENCE

Founder & Principal | Escalis.ai - AI commercial installs & commercial leadership · *Present*

Author | Not Yet, Travel Memoir - notyetmemoir.com · *Present*

Director of International Sales | VaultSpeed - Cloud Data Warehouse Automation SaaS · 2024-2025 · NAM / APAC

Vice President of Sales | AiVidens - AI Fintech SaaS · 2022-2023

Vice President of Sales | VaultSpeed - Cloud Data Warehouse Automation SaaS · 2021-2022

Sales Lead | ING (FINN - Banking of Things) - IoT Payments SaaS · 2019-2021

Chief Sales Officer | SettleMint - Blockchain Middleware SaaS · 2018-2019

Vice President - Europe, NAM & LAM | OTN Systems (Belden) - Mission-Critical Telecom · 2013-2018

General Manager | Firstlink - Sales & Marketing Consulting · 2011-2013

Head of Sales - Central Europe | Transmode Systems AB (Infinera) - Optical Networking · 2006-2011

Vice President Channel Sales | Transmode Systems AB (Infinera) - Optical Networking · 2003-2006

Managing Director - Wireless Division EMEA | CommScope - Network Connectivity · 2001-2003

Managing Director EMEA | Spike Broadband Systems (Remec) - Wireless Platforms · 2000-2001

Sales Professional & Business Development | TE Connectivity (CommScope) - Cable Connectivity · 1992-2000

EDUCATION

MBA, Université catholique de Louvain (UCL)

MSc Electromechanical Engineering (Mechatronics), KU Leuven

Erasmus Exchange, RWTH Aachen University

AVAILABILITY

Open to AE / BD / sales / AI consulting and commercial leadership roles (remote / flexible / contractor / employed). Travel for clients and office visits. This is a one-page summary. Full CV on request.

escalis.ai · escalis.ai/casestudy-grokbob.html · linkedin.com/in/frank-segers-6a30ba30 · frank@escalis.ai