Paulo Barreto.

Solutions Engineering · Technical Pre-Sales · AI Solutions

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I find out how a customer's process really runs, then show them, or build, what fixes it. In B2B tech sales since 2012, I'm now Clio's public-sector AE, and I build software with AI coding agents, including a Claude plugin I shipped to Clio's government team.

#1 AE at FullStory and at Process Street	**345%** of quota at Intelex, FY2019	**16 new logos** 26 deals, $389K closed at FullStory	**Top 5%** of AEs at Salesforce

EXPERIENCE

Clio · Account Executive, Government & Public Sector — May 2025 - Present

- First AE chosen to lead Clio's Canadian public-sector segment, now selling to public agencies in Canada and the US.
- Run technical discovery and evaluations covering workflow, security, compliance, data migration, integrations and reporting.
- Answer RFPs, RFIs and security questionnaires, and build demo scenarios around each buyer's process with Solutions Engineering, Product, Legal and Professional Services.
- Built a three-year, $101K, 31-seat proposal for a California state department under public procurement terms.
- Built Gov Copilot, a Claude plugin shared with Clio's government team: 8 skills for call prep, recaps, proposals and security questionnaires, 33 releases in three weeks, 324 automated tests and 161 eval cases. It drafts; the rep sends.
- Built its team library: 143 cards from 361 dated sources. Re-checking 135 "fresh" cards against their sources found 47 had changed, so re-checks are now routine.

Account Executive, Mid-Market — Jun 2023 - May 2025

- Sold Clio to mid-sized law firms, from discovery and demos to migration and integration scoping.

Sidecut Studio · Founder, part-time alongside Clio — Jun 2026 - Present

- Write the specs, review every change and test every release; Claude Code and Codex write most of the code. 1,100+ commits across 14 repos.
- Sidecut Builder: an invite-only web app where an AI agent turns a brief into a site, deck or social post.
- Pair Board: runs Claude Code and Codex on parallel tasks, each reviewed by the other; 103 pull requests merged in its first week.
- Also After Nine (a pre-release iPhone app for couples) and Next Role (a job-search workspace built on Apify).

EARLIER EXPERIENCE

FullStory · Account Executive — Apr 2022 - Jun 2023

- Ranked #1 AE. Hit 116% of quota in Q4 FY23, and closed 26 deals worth $389K, including 16 new logos.

Process Street · Account Executive — Dec 2020 - Apr 2022

- Finished first on the FY22 leaderboard. Hit 106% of quota in my first ramped quarter.

Intelex · Account Executive — Nov 2017 - Nov 2020

- Hit 345% of quota in FY2019, closing $483K in annual contract value.

Salesforce · Account Executive — 2016 - 2017

- Finished in the top 5% of AEs, after ranking #1 among cross-sell BDRs in the Americas.

Earlier: Teranet (2015 – 2016) · Yellow Pages Group (2014 – 2015) · CDW Canada (2012 – 2014)

SKILLS

Customers	Technical discovery · demos · technical evaluations · RFPs and security questionnaires · public-sector procurement
AI	Claude Code · Codex · MCP and connectors · skill and prompt design · evals
Tools	TypeScript · React · Postgres · Vercel · GitHub · Salesforce

EDUCATION AND TRAINING

York University, B.A., Sociology · Seneca College, Diploma, Liberal Arts & Science

Sales training: Command of the Message (2023) · Sandler (2017) · John Barrows (2016)