

AARON YOUNG

ENTERPRISE ACCOUNT EXECUTIVE · BFSI, Fintech, Payments & Telco · UK & Middle East

Dubai, UAE | +971 58 125 7633 | aarondanielyoung@icloud.com | linkedin.com/in/aaron-young-5391a844 | British national



PROFILE

Enterprise new logo hunter with 10 years in B2B SaaS across the UK and the Middle East, selling to Tier 1 banks, fintechs, payments providers and telcos. MEDDPICC and Command of the Message trained, leads with business outcomes, and trains sellers across MEA on AI in the sales cycle.

EXPERIENCE

 **Dynatrace** Dubai, UAE

Apr 2024 – Present

Enterprise Account Executive

FY26 YTD	60%	\$900k ARR at half-year · in progress
FY25	88.5%	\$1.15m ARR
FY24	173%	\$1.73m ARR · President's Club

KEY DEALS Careem \$1.73m, DIB \$500k, ADCB \$400k, Virgin Mobile UAE \$200k, Malaffi \$175k, Network International \$150k, NBF \$100k

 **Datadog** London, UK

Jul 2022 – Jan 2024

Enterprise Account Executive

FY23	104%	\$1.04m ARR
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KEY DEALS Sage \$450k, Currys \$170k, KWS \$146k, Capita \$140k, Scottish Government \$135k

 **Tanium** London, UK

Feb 2021 – Jul 2022

Enterprise Account Executive

FY21	102%	\$1.25m ARR
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KEY DEALS AIB \$1.1m ACV, IDS Group \$150k ACV

 **OneTrust** London, UK

Jul 2019 – Jan 2021

Enterprise Account Executive

FY20	135%	\$1.06m ACV
FY19	101%	\$252k ACV

KEY DEALS DAZN \$300k, Domestic & General \$235k, Hogan Lovells \$200k

 **Trintech** London, UK

Mar 2017 – Jul 2019

BDR to Mid-Market Account Executive

FY18	112%	£650k ACV
FY17	100%	BDR · President's Club

KEY DEALS YO! Sushi, EAT., Lockton, RationalFX, Homebase, Pernod Ricard

HIGHLIGHTS

\$3.78m
ARR personally closed at Dynatrace

\$0 → \$9m
UAE territory TCV, built with no existing network

\$1.73m
Careem, largest private sector land in MEA history

2x
President's Club: Dynatrace 2024, Trintech 2017

CORE SKILLS

- Enterprise new logo hunting
- C-suite multithreading
- MEDDPICC & Command of the Message
- AI across the sales cycle
- Territory & pipeline generation
- SaaS & ARR forecasting

EDUCATION

University of Manchester
BA Business Management · First Class
2013 – 2016

INTERESTS

Singer · Guitarist · Motorcyclist · Scuba diver

REFERENCE

Hani Hannoun
Regional Director, Harness, Dubai
Contact details available on request