

KEVIN GRAHAM, MS

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SUMMARY

Sales and channel leader with 10+ years building revenue in industrial technology, automation, and hardware-plus-software. Built and ran the Western U.S. territory for Markforged, architected a national distributor network from zero at Morali, and led inside sales teams at Cox and Bank of Cardiff. Combines field-level channel execution with hands-on AI and automation fluency, currently pursuing an MS in Computer Science (AI/ML). Looking for a regional or channel sales management seat where technical products and partner ecosystems drive the number.

EXPERIENCE

Client Success Manager | Doctor Multimedia

San Diego, CA | Mar 2026 to Present

- Manage a book of healthcare practice clients across retention, expansion, and technical onboarding for digital marketing and web platform services.

Founder & Principal Consultant | SMB AI Partners LLC

San Diego, CA | Sep 2025 to Present

- Advise small and midsize businesses on practical AI and automation adoption, auditing tech stacks and building workflows that reduce manual admin load.
- Design and deploy generative AI agents for lead follow-up, market research, and competitive analysis, applying an ROI-first framework to every recommendation.

Territory Sales Manager, West | Markforged

Remote, San Diego, CA | Sep 2023 to Nov 2025

- Carried and delivered a \$2M annual territory across CA, OR, WA, and NV selling industrial additive manufacturing hardware and SaaS to engineering and manufacturing buyers.
- Closed multiple six-figure deals with aerospace and defense manufacturers by running multi-threaded cycles across engineering, operations, and executive stakeholders.
- Co-sold through a network of value-added resellers, driving territory growth against regional headwinds by aligning partner capacity with named-account strategy.
- Opened the automotive aftermarket vertical, securing a partnership with King of the Hammers and expanding presence into SEMA.
- Led technical discovery and application development, helping customers move from outsourced legacy production to in-house digital manufacturing.

Sales Manager, U.S. | Morali EOAT Handling Solutions

Remote | Apr 2023 to Sep 2023

- Built the U.S. go-to-market for a robotics end-of-arm tooling line from zero, establishing a national distributor network and launching the brand at major industrial trade shows.
- Partnered with system integrators and distributors to accelerate adoption across manufacturing and packaging accounts.

Senior Account Executive | TopMark Funding, LLC

Remote | Jul 2021 to Apr 2023

- Achieved 140% of annual quota in 2022 and earned Winner's Circle recognition as a top producer.
- Managed full-cycle commercial vehicle financing from outbound prospecting through funding for fleet operators and owner-operators.

Regional Account Manager | Balboa Capital

San Diego, CA | Jun 2019 to Apr 2020

- Ranked in the top 15% for production, structuring equipment financing across construction, medical, and manufacturing verticals.
- Coordinated underwriting and funding teams to compress approval-to-funding timelines in a high-volume environment.

National Sales Manager | Bank of Cardiff

San Diego, CA | Apr 2018 to Jun 2019

- Closed \$4M+ in funded deals annually while managing the full-cycle sales desk for working capital, equipment finance, and lines of credit.
- Reduced new hire ramp time 30% through structured coaching and consultative value-selling frameworks.
- Increased renewal conversions 25% by launching a data-driven client follow-up and retention program.

Loan Specialist | National Funding

San Diego, CA | Jan 2016 to Mar 2018

- Exceeded unit and revenue goals for four consecutive quarters, earning President's Club recognition, by matching C-level and owner financial needs to capital solutions.

Retention Supervisor and Sales Roles | Cox Communications

San Diego, CA and Las Vegas, NV | 2008 to 2015

- Promoted through inbound sales and retention roles into supervision, coaching 11 to 20 agents to six consecutive months over revenue and unit targets and the highest nationwide quality evaluations in December.

EDUCATION

M.S. Computer Science, AI and Machine Learning | Western Governors University (expected 2027)

M.S. Marketing, Concentration in Marketing Analytics | Western Governors University

B.S. Business Management | Western Governors University

SKILLS

Channel and Partner Sales | Territory Management | Distributor and VAR Network Development | Enterprise and Technical Sales | Team Leadership and Coaching | Go-to-Market Strategy | Salesforce | Outreach | HubSpot | AI Workflow Automation | Marketing Analytics