



**Steve Percoco '89**

Vice President, Sales Strategy and Innovation  
Quick Base

Steve holds a track record of success leading go to market teams across some of Boston's most successful, high growth software companies. A twenty year, go to market, technology veteran, Steve's experience is diverse, including sales, sales operations, demand generation and sales leadership.

A few recent successes include Brightcove, an online video platform, where Steve joined the company to help Brightcove build an enterprise, world-class go to market team. Over a five-year period, Steve built inside sales teams to deliver high volume sales at scale, with a focus on inbound demand conversion and customer retention. Steve also led North America's field and channel teams where the go to market motion was exclusively outbound. Steve built the global sales operations team at Brightcove, whose charter was to operationalize sales processes under a global CRM implementation, train and ramp sales professionals, and improve sales efficacy with sales enablement programs. For those five years at Brightcove, Brightcove experienced 30%+ YoY growth, culminating in a successful IPO in 2012.

In 2013, Steve left Brightcove to join the executive team at Quick Base, at the time, a division of Intuit. As Sales and Customer Care Leader, scaling a team to over 100 strong, Steve helped Quick Base grow from \$50MM to over \$80MM, completing a successful private equity carve out in 2016. Under the private equity company, WCAS, Steve pivoted to a role in Sales Strategy and Innovation, focused on leading teams to high margin, top line growth. After a hyper successful 3 years, Quick Base exited again to another private equity buyer, Vista Equity Partners. Steve remains on the Sales leadership team at Quick Base, while mentoring emerging new tech sales leaders in the Boston market.