

Brint Driggs

REAL ESTATE ASSOCIATE

ZOEM REAL ESTATE INVESTMENTS, LLC



CONTACT



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SANCHEZ

SUMMARY OF QUALIFICATIONS:

Brint Driggs is a real estate associate with ZOEM Real Estate, bringing over 25 years of experience in sales, sales management, along with extensive global leadership responsibility for developing high-performing teams. We're excited to have him on board and look forward to the value he'll bring to our clients and teams.

EXPERIENCE:

Real Estate Associate

ZOEM Real Estate Investments, LLC

12/2025 – Present

- Leads property research and valuation
- Texas Real Estate license pending

Everest Group - Sr. Director, Sales Enablement & Training

2023 – 2025

- Led enterprise-wide sales transformation including new sales methodologies and processes, and revenue intelligence tools
- Reduced ramp time by 53%, shortened sales cycles by 13%, and increased average deal size by 23%

GlobalStep – Senior Director, Global GTM Enablement

2022 – 2023

- Created customized sales methodology and messaging framework
- Drove 4x pipeline growth, 3x in new business meetings, and 42% increase in close rates

Harness - Director, Global Revenue Enablement

2021 – 2022

- Directed global sales enablement strategy and implementation across entire talent lifecycle
- Realized 4x revenue, 48% reduced ramp time, and 5x sales team growth

Splunk – Sales Productivity Lead

2019 – 2021

- Strategic advisor to SVP North America Sales, supporting \$500m in pipeline and \$100m+ of annual revenue
- Led development and execution of field enablement strategies to drive sales effectiveness

Fiserv – Global Sales Enablement Leader

2015 – 2019

- Led implementation of global consultative selling methodology and comprehensive leadership development program
- Drove 36% increase in cross-sales and up-sells

HP - HP Sales University, Delivery Lead

2011 – 2015

- Directed global sales strategy development process for senior enterprise sales executives and leaders
- Led QBRs, and facilitated CxO-level client account planning meetings for HP's largest global accounts

Entelechy Consulting, Inc., Managing Director - Sales

1999 – 2011

- Led sales and account management teams
- Achieved 100%+ annual revenue growth over a six-year period while delivering 90%+ CSAT
- Facilitated executive strategy and operational planning sessions

FranklinCovey Company, Sales Director/Consultant

1992 – 1999

- Sold to and delivered multi-year consulting support to CxO's as they led transformation initiatives
- Delivered M&A support, culture change, succession planning, and talent management solutions
- Consistently drove 18% to 67% year-over-year revenue growth

Prudential Investment Corporation, Senior Real Estate Analyst

1991 – 1992

- Appraisal and valuation of over \$2B in commercial real estate holdings
- Portfolio Manager of \$100m commercial real estate portfolio in Western US

EDUCATION

Brigham Young University, Provo, Utah | Bachelor of Science | Business Finance