

Karim Kuperhause

Proven Leader

17 Fenwick Ave
Montreal-Ouest, Qc
[514-692-2240](tel:514-692-2240)
kkuperhause@gmail.com

February 17, 2025

Operator Led Search Fund

To Whom It May Concern,

I worked as a public school teacher in Montreal for over a decade before transitioning 14 years ago to SaaS and IT sales. During my teaching years, I also founded and ran a tutoring company with three brick-and-mortar learning centers as well as 32 satellite programs directly in schools.

As a SaaS sales professional, I have attained and surpassed my quotas every year since transitioning. As a sales leader, I have led highly successful sales programs by scaling, leading and mentoring high performing sales and marketing teams.

Over the years, I've developed and implemented 13 IT go-to-market and revenue solutions in Canada and the US. To this end, I have repeatedly built growth teams from scratch that went on to hit and exceed revenue expectations. I have a successful track record of landing and expanding solutions in new territory. Indeed, I strive on going from 'zero to one'.

My passion is helping companies scale and grow. As is evidenced in my extensive experience, I am uniquely and ideally qualified to help companies achieve their growth objectives. I look forward to discussing how I can be of service.

Sincerely,

Karim Kuperhause

Karim Kuperhause

Accomplished SaaS Sales Leader

17 Fenwick ave
Montreal, QC H4X 1P6
(514) 692-2240
kkuperhause@gmail.com
<https://www.linkedin.com/in/karimkuperhause>

EXPERIENCE

Hoot Reading, Winnipeg — VP Growth, North America

August 2023 - Present

Design and execute on GTM for both the B2C and B2B verticals of the business. Lead corporate partner-led-growth campaigns and drive bottom line revenue. **Successfully doubled logos in the first year and on target to triple revenue.**

HierSales, Montreal — Fractional VP Sales, North America

August 2023 - Present

Build and devliever GTM sales playbooks for SaaS companies looking to land and expand into Canada and the US. Successfully brokered partnerships, partner-led growth programs and acquisitions.

Commonsku, Toronto — Vice-President of Sales, Worldwide

January 2022 - August 2023

Design and execute on a repeatable, predictable SaaS sales process for North America and Internationally. Build a sales team from scratch and provide ongoing coaching and mentoring. **Led a 40% increase in year-over-year revenue in 2022 and then a 50% increase in 2023.**

Clevr, Belleville — Director of Sales, US

August 2019 - December 2021

Lead SaaS expansion into the US market with 45% year-over-year company growth and penetration in 7 US states. Scaled the company through direct sales and channel partnerships while building a sales and marketing team and engine. Established partnerships with state organizations while successfully securing exclusivity contracts.

ThinkDox, London — Director of Business Development, Canada

August 2018 - July 2019

Led a +100% increase in revenue and landed in multiple new verticals including fintech, banking, and K12. Established new sales methodologies and fostered partnerships with digital transformation service providers.

PowerSchool, San Francisco — National Sales Manager, Canada

Sept 2007 - July 2018

Successfully transitioned from Account Executive to Regional Sales Manager to National Sales Manager. Consistently surpassed quotas year-after-year with a suite of Digital Transformation solutions for the K12 markets. **Hit President's Club 3 years in a row as AE and landed the biggest Enterprise deal in the company's history.**

The Learning Box, Montreal — Founder and Director

Sept 2000 - July 2017

Successfully built an educational services agency running three learning centers, a summer camp and 32 school-based after-school programs on and off the island of Montreal. Scaled the business and led a successful exit in 2017.

LEADERSHIP SKILLS

Strategic Thinking and Execution

Self-Starting and Decisive

Team Development

Collaborative

Agile

ACCOMPLISHMENTS

Pinnacle Award

President's Club

Published newsletter:

[The Sales Teacher](#)

LANGUAGES

English, French

EDUCATION

McGill University

B.Ed/M.Ed

1994-1997/ 2000-2004

English Montreal School Board, Montreal — *K-6 teacher*

Sept 1999 - July 2011

Taught all grades from K to 6. Active member of the Governing Board and lead consultant for ICT Team. Lead students to highest scores in the district for 3 years in a row.