





**Paul Drobot** · 2nd  
 Chief Revenue Officer at UpCounsel  
 San Mateo, California, United States ·

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500+ connections

 **11 mutual connections:** Joel Scott (he/him), Richard Harris™, and 9 others

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## Experience



### Chief Revenue Officer

UpCounsel LLC · Full-time

May 2020 – Present · 1 yr 3 mos

San Francisco, California, United States

UpCounsel is the leading marketplace for legal services. We make hiring world-class attorneys easy, transparent, and quick - all for 1/3rd the price of a traditional law firm. It's truly Legal you can Love <3



### Vice-President of Sales and Revenue

Atrium

Sep 2019 – May 2020 · 9 mos

San Francisco Bay Area

Cross-functional leader responsible for leading GTM efforts as well as driving revenue across the organization including SDR, AE, AM, non-legal services, partnerships. Joined in September, 2019 and was able to quickly make rec ...see more

**Vice-President of Sales/GM**

Logikcull.com

Dec 2016 – Jun 2019 · 2 yrs 7 mos

San Francisco

Reporting to the COO, led GTM/Sales teams to double revenues in two consecutive years driving successful \$25M Series B for Legal-tech startup serving Legal, ENT, Gov and Edu markets. Upgraded under-performing team an ...see more

**Vice-President of Sales**

DoubleDutch

Oct 2014 – Nov 2016 · 2 yrs 2 mos

San Francisco

Tripled sales and revenues across Association, EDU and Corp (MM/ENT) markets through leadership and scaling of AE and SDR teams for innovative Mar-tech company. Opened and staffed PHX location with new SDR, AE and leader: ...see more

**Senior Sales Leader, Sales and Leadership Training Innovator**

Intuit

Apr 2012 – Oct 2014 · 2 yrs 7 mos

San Francisco

Proven Sales and Revenue Leadership Executive with extensive experience in building and leading high performing teams, strategizing and executing short and long term sales plans, training and developing individual contribut: ...see more

[Show 3 more experiences](#) ✓**Education****Eastern Michigan University**

Bachelor of Science, Philosophy

Activities and Societies: Varsity Baseball Player, Honor's College attendee

**Volunteer experience****Board Member**

Grey's Gift Memorial Foundation

Jan 2013 – Present • 8 yrs 7 mos  
Health

The mission of Grey's Gift Memorial Foundation is to educate others of the importance of newborn screening so that no other child dies, or is disabled, from an inherited, treatable disease.



