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Application - Account Executive, Beneficial Deployments

Dear Anthropic team,

I am applying for the Account Executive, Beneficial Deployments role because it brings together several dimensions that matter deeply to me: enterprise sales, artificial intelligence, international markets, and mission-driven work.

My career has always been built between two worlds: commercial execution and technology. On a personal level, I have been immersed in digital environments since childhood. I have always been deeply interested in computers, software, networks, digital products and emerging technologies. At the same time, my personality is fundamentally commercial: I enjoy understanding people, building trust, opening opportunities, negotiating, and turning complex problems into concrete business outcomes. This combination has shaped my entire professional path.

I started in international business and export management, handling high-value industrial contracts and coordinating legal, financial, logistical and cross-border trade aspects. I then moved into sales, first at Solocal, where I sold digital solutions to businesses, progressed quickly from junior to senior sales, consistently reached my objectives, and ranked as the top sales performer in the company.

After that, I joined INVA, where I sold IT solutions, infrastructure, software, telephony and information systems to SMEs, larger organizations and public-sector accounts, including local authorities. I progressed from Senior Sales Executive to Director of Sales & Marketing, managed teams of up to 24 salespeople, oversaw close to \$1M in monthly revenue, drove consistent growth, and personally closed a EUR2.7M enterprise deal. These experiences shaped the way I approach complex sales: understand the customer's real constraints, build trust across stakeholders, translate technical solutions into business outcomes, and drive execution from first opportunity to close.

Over the past few years, I have also been building independently as an entrepreneur. My main project is an AI SaaS platform centralizing several leading AI APIs for image and video generation. It has acquired more than 1,700 paying users and generated several hundred thousand dollars in under six months. Beyond the numbers, this experience gave me a practical understanding of AI adoption: users do not only need access to powerful models; they need clarity, reliability, simplicity, and concrete value.

This experience also strengthened my technical fluency. I am not a theoretical observer of AI: I have built with APIs, worked with AI-assisted development tools, created workflows, and developed a practical understanding of how modern LLMs operate, from tokenization and model behavior to infrastructure constraints, API consumption, automation and product reliability. I am also highly interested in the future of AI infrastructure, including compute constraints, GPUs, data centers, and the longer-term potential of quantum computing to accelerate scientific, medical, and operational breakthroughs.

I also learned how to structure execution at scale. Whether as a Sales & Marketing Director or as an entrepreneur, I have had to keep a clear overall vision, break complex projects into distinct responsibilities, delegate effectively, and organize execution in a way that creates accountability, speed, and efficiency. I believe this ability to turn complexity into structured execution is essential when selling and deploying AI across large organizations.

My motivation for Anthropic is not only professional. I see artificial intelligence as one of the most important technological shifts in human history, comparable to the printing press, industrialization, and the internet. But unlike previous waves of innovation, AI does not only reduce manual effort; it augments cognitive work itself. It changes how people make decisions, how organizations operate, how knowledge is used, and how complex problems can be approached. That shift fascinates me.

This is also why the Beneficial Deployments role resonates with me so strongly. Entrepreneurship taught me how to create value, generate revenue, and build independently. But it also clarified what I want next: to connect that energy to a mission that matters beyond money. I am looking for a role where commercial performance is tied to a deeper purpose - ethical, social, and human. Helping mission-driven organizations use AI responsibly to increase their impact is exactly the kind of objective I want to commit to.

I believe nonprofits, international NGOs, foundations, humanitarian organizations, social enterprises, public-interest institutions, public-sector partners and local authorities can use AI to improve programme delivery, fundraising, research, operations, data analysis, and decision support. More broadly, I see

responsible AI as a tool that can support cybersecurity, healthcare, population protection, education, crisis response, scientific research, territorial planning, and public services. These organizations often operate under complex constraints, limited resources, and high-stakes missions. Supporting them with reliable AI systems is not just a business opportunity; it is a meaningful way to help technology serve society.

This role also connects with my broader interests in technology, geopolitics, and international development. Organizations operating across EMEA often sit at the intersection of territories, institutions, cultures, public policy, and social impact. That environment genuinely interests me. As a native French speaker with international business experience, I believe I can contribute to Anthropic's growth across EMEA nonprofit and public-interest markets, with particular strength in Francophone contexts, while remaining adaptable to broader European, UK, Middle Eastern, and African market dynamics.

I also understand that deploying AI in these environments requires more than enthusiasm for technology. It requires trust, clarity, and responsibility around GDPR, data protection, data sovereignty, processing locations, privacy frameworks, procurement processes and organizational governance. These are not secondary concerns for mission-driven or public-sector organizations; they are central to adoption.

Anthropic stands out to me because of its focus on reliable, interpretable, and steerable AI systems. I am drawn to the fact that the company is not only building powerful technology, but also thinking seriously about how that technology should be deployed. Recent progress from Anthropic has reinforced my conviction that these systems can go far beyond productivity: they can change how difficult problems are discovered, understood, and solved.

After several years as an entrepreneur, I now feel ready to open a new chapter and rejoin a high-performance team. I am looking for a mission I can fully commit to, and I would see this opportunity as a meaningful next step in both my career and my life.

I would be honored to bring my enterprise sales experience, public-sector exposure, technical understanding, entrepreneurial mindset, and passion for AI to Anthropic's Beneficial Deployments team.

Best regards,
Mehdi Mimouni