

Gitlab Sales Team Culture: If It Wasn't Already Your Number One Choice For Sales, It Should Be

Strategic Account Executive Kareem Halasa explains why GitLab is a great place for salespeople to thrive in a remote, fast-paced and AI-driven world.



Written by Taylor Rose

Published on Jul. 28, 2025

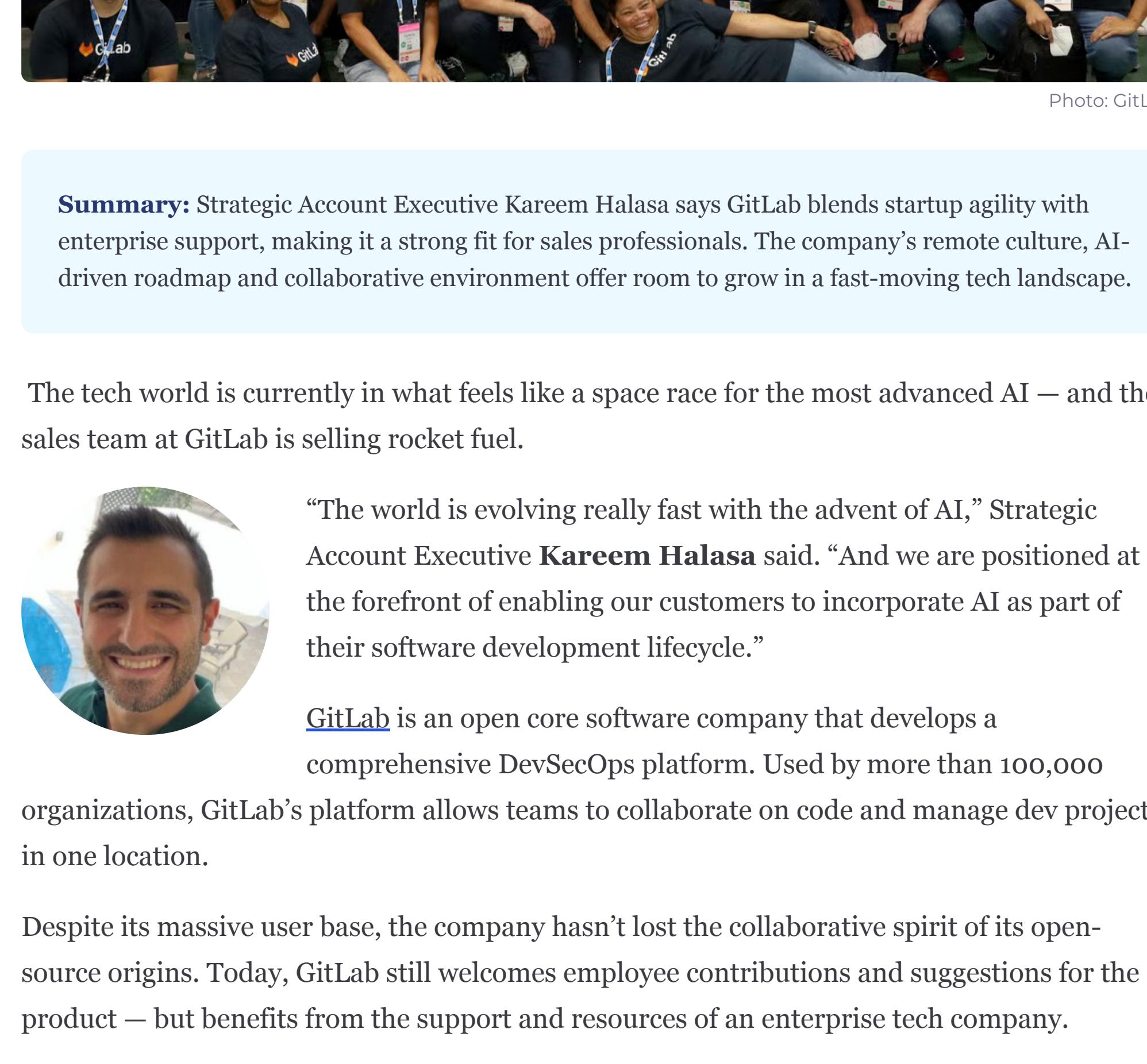


Photo: GitLab

Summary: Strategic Account Executive Kareem Halasa says GitLab blends startup agility with enterprise support, making it a strong fit for sales professionals. The company's remote culture, AI-driven roadmap and collaborative environment offer room to grow in a fast-moving tech landscape.

The tech world is currently in what feels like a space race for the most advanced AI — and the sales team at GitLab is selling rocket fuel.



“The world is evolving really fast with the advent of AI,” Strategic Account Executive **Kareem Halasa** said. “And we are positioned at the forefront of enabling our customers to incorporate AI as part of their software development lifecycle.”

GitLab is an open core software company that develops a comprehensive DevSecOps platform. Used by more than 100,000 organizations, GitLab’s platform allows teams to collaborate on code and manage dev projects in one location.

Despite its massive user base, the company hasn’t lost the collaborative spirit of its open-source origins. Today, GitLab still welcomes employee contributions and suggestions for the product — but benefits from the support and resources of an enterprise tech company.

If you’re a seller interested in working on a team fueled by passion for the future of AI and built on global collaboration, Halasa said GitLab might just be the place for you.

Photo: GitLab

Credit: GitLab

What initially drew you to GitLab and what made you confident it was the right next step in your sales career?

The work culture at GitLab gave me confidence that it was the right next step for me. Having worked for companies like Microsoft but also having owned and ran my own startup, I find that GitLab offers the best of both worlds. There is fast-paced innovation and flexibility, but also I get all the support needed to succeed.

How have your past experiences shaped the way you approach sales today?

Leading a team, collaborating with cross-functional teams and, most importantly, working closely with customers and partners have all shaped how I approach sales today. What I’ve learned over time is to always be customer-centric, focus on providing value and work smart with a strong work ethic.

What makes selling at GitLab unique? Are there any aspects of the product, team or company mission that stand out to you most?

GitLab objectively offers the most complete platform in the DevSecOps space, the team culture is very collaborative and the future of this space is very exciting. The world is evolving really fast with the advent of AI and we are positioned at the forefront of enabling our customers to incorporate AI as part of their software development lifecycles.

How would you describe the sales culture at GitLab and what kind of people thrive here?

I work with genuine people that all work hard, want to succeed and have those around them succeed as well. In a fully remote organization, I believe that the people who thrive at GitLab need to also be success-driven, self-accountable and collaborative by nature.

“In a fully remote organization, I believe that the people who thrive at GitLab need to also be success-driven, self-accountable and collaborative by nature.”

What advice would you give to someone considering a sales role at GitLab?

We have an excellent product, a stellar team and we’re in a space that’s well-positioned for growth. If GitLab wasn’t already your number one choice, it should be.

Credit: GitLab

GitLab is Hiring | View 122 Jobs

Credit: GitLab

Responses have been edited for length and clarity. Images provided by Shutterstock or listed companies.

Recent Articles

[77 US Companies With UK Offices](#)

[9 Companies Hiring Account Executives](#)

[Trump Wants to Stop AI Regulation. These States Have Other Ideas.](#)

About

[Our Story](#)
[Careers](#)
[Our Staff Writers](#)

[Content Descriptions](#)

Get Involved

[Recruit With Built In](#)
[Become an Expert](#)
[Contributor](#)

Resources

[Customer Support](#)
[Share Feedback](#)
[Report a Bug](#)

[Tech Job Tools + Career Resources](#)

Tech Hubs

[Our Sites](#)