

# MICHELL SAWAYN

300 CONNELLY PINE, CHICAGO, IL

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## PHONE

+1 (555) 504 2065

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## EXPERIENCE

### **MERTZ, WILLMS AND SCHOWALTER**

04/2020 – present

Houston, TX // *Higher Education*

- Strong understanding of collaboration workflow in Education, including LMS and legacy UC solutions
- Direct SaaS/EdTech/Cloud selling experience
- Highly motivated, over achiever, encouraging teammate, driven
- A high level of intensity to work with an experienced, motivated leadership team focused on creating a significantly sized company in a short timeframe
- Strong analytical and writing abilities
- Entrepreneurial spirit/attitude, flexibility toward multifaceted change
- Knowledge, interest or background in the higher education market
- Proven time management & prioritization skills in a dynamic sales environment

### **BOTSFORD-HYATT**

06/2015 – 02/2020

Houston, TX // *Higher Education*

- Proven track record of exceeding sales goals and successfully prospecting and closing new accounts
- Highest level of professionalism and integrity
- Exceptional communicator, both verbal and written
- Excellent presentation skills, both live and via webinar
- Takes ownership of territory success
- High comfort level making cold calls
- Sales experience with a Software vendor would be beneficial
- Previous experience as a Solutions Engineer
- Be able to handle complex Higher Education projects of the largest magnitude

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## EDUCATION

### **LIM COLLEGE**

*Bachelor's in Education*

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## SKILLS

- An in-depth understanding of the IT industry and the role of the CIO (including education nomenclature, department functions and key roles and responsibilities)
- In depth understanding of the business value of IT and the alignment of business and IT strategies, including education regulatory requirements, budget and funding process and technology enablers
- Understand the pace of change within the IT function as educational institutions evolve with change demands of the community and changing funding environments