

# Timothy Festa

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## HIGHLY QUALIFIED SALES PROFESSIONAL

- Two years of Oracle field sales experience and over 16 months at 2 nimble startups
  - **Dynamic communication, consultation and presentation skills**
  - Built strong relationships with key IT decision makers from startups to Fortune 500 companies
  - Consistently achieved yearly sales budgets over \$1MM
  - Excellent ability to consistently maintain composure and remain productive in high-pressure, time-sensitive environments
  - Managed a team of two sales representatives
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## PROFESSIONAL EXPERIENCE

### Enterprise Account Executive

January 2015 - Present

Union Metrics, *San Francisco, CA*

- Closed 13 deals within first 2 months of starting and over \$100,000 in ARR in the first 5 months
- Developed and implemented sales process to increase close ratio for entire team
- Brought in numerous net new wins at Fortune 500 companies
- Navigated complex sales cycle between agencies and end users

### SMB Acquisition Account Manager

March 2014 – January 2015

New Relic, *San Francisco, CA*

- Consistently lead team on opening new accounts
- Averaged 8 net new wins per month closed 6 deals the last week in December
- Closed multiple accounts with an ARR of over \$20,000 and \$60,000 on the last day of the quarter
- Top Acquisition Account Manager for the month of November

### Account Manager

Oracle Corporation, *Redwood Shores, CA*

#### Field Account Manager

July 2013 – March 2014

- Found and drove a \$10MM opportunity at a global biotechnology company
- Closed first deal within 90 days of start date
- Setup financial software provider as a managed service provider, to create an run rate account

#### Emerging Markets Account Manager

June 2012 – July 2013

- 115% growth for current territory, closed over 600K in first 6 months
- Organized numerous tech days, roadmap discussions and solution center visits
- Architected new data center for check imaging company
- Numerous new server and storage wins
- Strategic relationship with CEO's in 5 Midwest states (MN, IA, MO, WI & TX)

#### Enterprise Account Manager

August 2010 – May 2012

- Four consecutive quarters of quota achievement, FY12 quota achievement
  - Top Driver of the quarter Q1 FY12
  - FY 11 bridging leader for hardware, successfully passed \$500,000 in software opportunities
  - Effectively managed multiple partner relationships and cross functional teams to drive business
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## EDUCATION

Bachelor of Arts – Business/Economics, University of California, *Santa Barbara, CA*

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