

# JOHNATHON WATSON

## CONTACT

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## EDUCATION

BA, Marketing  
University of Georgia  
2008 - June 2012

## SKILLS

Microsoft Office  
Social Media Marketing  
Facebook Ads  
Content Marketing  
SEO  
Salesforce  
Cold Calling

## EXECUTIVE SUMMARY

Prospect and close new business for 1000+ SaaS software corporation. Exceeded expectations with 137% average quota attainment across all sales tenures. Won 'Rising Star' award for most deals closed and largest deal closed for a first year salesperson at HubSpot.

## PROFESSIONAL EXPERIENCE

### ACCOUNT EXECUTIVE

Hubspot | July 2017 - November 2019

- Prospect and close new business for \$500M+ SaaS software corporation
- Average 105% quota attainment over the past two years
- Manage a team of two Sales Development Representatives to prospect and qualify leads

### ASSOCIATE ACCOUNT EXECUTIVE

Salesforce | August 2016 - June 2017

- Prospected and qualified leads for Salesforce's Technology vertical
- Maintained average quota attainment of 100% across B2B book of business
- Spearheaded new onboarding and training process for new Sales Development Representatives

### SALES DEVELOPMENT EXECUTIVE

Taboola | April 2013 - July 2019

- Prospected highly qualified leads via cold calling and cold email for Enterprise clients
- Maintained highest lead-to-close ratio on my team
- Helped create process documentation for new SDR hires