Contact

www.linkedin.com/in/jakemcqueen
(LinkedIn)

Top Skills

Sales Cycle Management
Lead Generation
Customer Service

Jake McQueen

Enterprise BDR
Campbell, California, United States

Summary

Results-driven and client-focused Account Executive with over 7 years in software sales. Adept at executing outbound prospecting strategies to identify and engage potential clients, coupled with a comprehensive understanding of the full sales cycle. My experience encompasses cultivating relationships, understanding client needs, and delivering tailored software solutions that drive business growth. My expertise extends to managing the entire sales process, from initial contact through negotiation and closure. I have a demonstrated ability to navigate complex sales environments, build rapport with key stakeholders, and effectively communicate the value proposition of software solutions.

Experience

Design Pickle
BDR
April 2024 - Present (1 month)
Arizona, United States

GitHub
Account Executive
January 2022 - July 2023 (1 year 7 months)
San Francisco Bay Area

Darktrace
Cyber Security Account Executive
August 2021 - December 2021 (5 months)
San Francisco Bay Area

Contrast Security
1 year 7 months

SDR Team Lead
January 2021 - August 2021 (8 months)

Enterprise SDR
February 2020 - December 2020 (11 months)

Hiretual
9 months

Senior SDR Team Lead
September 2019 - January 2020 (5 months)

- Responsible for closing full cycle smb deals as well as lead team of SDRs with full cycle responsibilities
- Carry a full individual quota of outbound-driven S2s
- Provide coaching and guidance to all members of the SDR team
- Hold each member of the team accountable to their daily, weekly, and monthly activity and performance objectives and to be accountable to CRO for the team's delivery of its overall performance objectives
- Make recommendations to CRO about performance management and development items including but not limited to promotion, performance improvement plans, disciplinary action for poor performance or behavior.
- Lead SDR weekly team meetings
- Work with other teams or individually to provide additional resources to the team to aid in achieving their performance objectives

Senior Sales Development Represenstative
August 2019 - September 2019 (2 months)
Mountain View, CA

Sales Development Representative
May 2019 - August 2019 (4 months)
Mountain View, CA

Hiretual's artificial intelligence SaaS platform helps organizations find, engage, and proactively manage a pipeline of the right talent 10x faster than conventional approaches.

CrowdStrike
Sales Development Representative
December 2018 - May 2019 (6 months)
Sunnyvale, CA

CrowdStrike is the leader in cloud-delivered next-generation endpoint protection. CrowdStrike has revolutionized endpoint protection by being the first and only company to unify next-generation antivirus (AV), endpoint detection and response (EDR), and a 24/7 managed hunting service — all delivered via a single lightweight agent.

Many of the world's largest organizations already put their trust in CrowdStrike, including three of the 10 largest global companies by revenue, five of the 10 largest financial institutions, three of the top 10 health care providers, and three of the top 10 energy companies.

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Education

San Francisco State University
Bachelor of Science - BS, Business Administration and Management, General · (2015 - 2017)

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Activity

04/18/2024, Imeila Fonua added candidate to BDR- Test Sample