

# CHARLIE CARR

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## PROFESSIONAL EXPERIENCE

Sales Development Representative, *Nightfall AI*, Remote

Jul 2020 – Present

- Onboarded and ramped quickly in remote environment during pandemic and consistently achieved quota. Top performer on team. Generated over \$81k in closed won business through self sourced outbound opportunities (in first nine months in role) - average deal size = \$7k
- Generated well qualified, outbound opportunities for west coast sales team for all segments (corporate, enterprise, strategic) for ML-based, cloud-native DLP platform (working with four AEs) - targeting C-level IT and InfoSec leaders across all industries
- Selected by sales management to take on new segment for company in full AE closing role (while maintaining all SDR duties and quota) for a two month trial period - full sales cycle - prospect to close - top performer in new segment in ARR, with one multi-integration deal
- Effectively demoed the Nightfall ML DLP platform (without SE assistance) - explaining a technical product of ML detection, multiple different SaaS integrations, live UI of workflows for prospects

Account Development Representative, *BetterCloud*, New York, NY

Mar 2020 – May 2020

- Successfully onboarded remotely during pandemic to support west coast corporate sales team in outbound prospecting for SaaS Ops platform, targeting C-level IT leaders
- On track to exceed quota in first fully ramped month, but time was cut short due to pandemic company wide layoffs - 3 opportunities in first week of May, 8 was goal for full month

Full Stack Software Development Student, *WCoding*, Seoul, South Korea

Sep 2019 – Mar 2020

- Oracle sales experience piqued interest in learning more technical software development skills. Enrolled in coding boot camp to bring new skill set to sales career
- Global experience with Korean and international students in three month intensive all day course with Korean company taught in English, followed by extended project course
- Completed multiple web-based application projects both independently and in team environment using both front-end and back-end software development languages

Business Development Consultant, *Oracle Corporation*, Columbia, MD

Aug 2018 – Sep 2019

- Exceeded quota every quarter in role, exceeded revenue quota by 127% FY19Q4, 250+% FY19Q3 and awarded org wide BDC of the Month (01/2019) and BDC of the Quarter (FY19Q3)
- Developed sales pipeline and identified large opportunities in key global business accounts for the hospitality vertical's Property Management and Point of Sale software and hardware solutions
- Consulted with all North American accounts (in addition to global major hotel chain alignment) in achieving targeted tech initiatives through leading cloud-based and on-premise solutions
- Generated over \$700k in closed won business for field sales reps during one fiscal year in role - average deal size = \$35k

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Lead Generation Associate, *VSA Prospecting*, Westmont, NJ

Jun 2017 – Aug 2017

- Performed lead generation and appointment setting for an industry diverse client list
- Drove new business through results proven telephone sales skills
- Contacted Director level executives in technology, finance, and healthcare to provide information and promote client products and services

Sales Consultant, *Verizon Wireless*, Moorestown, NJ

Jun 2017 – Aug 2017

- Honed sales skills in commission retail role: sales floor and outbound call campaigns
- Provided clients with superior customer service experience, discovering pain points through active listening, solving existing issues, and making recommendations to drive more sales
- Studied technology and company phone plans to strengthen knowledge for most effective selling and troubleshooting technical issues
- Brought in and up sold six clients during an industry slow period, pre new iPhone launch

## EDUCATION

Hobart College, Geneva, NY, Bachelor of Arts in Economics  
Honors: Dean's List, Simon Early Leaders Case Competition

2014 - 2018

Exchange Study Abroad Student: Lingnan University, Hong Kong

Fall 2017

## LEADERSHIP EXPERIENCE

Student Athlete, *Division III Hobart College Tennis Team*, Geneva, NY

Treasurer, *Phi Sigma Kappa Fraternity*, Geneva, NY

VP/Treasurer, *HWS Investment Club*, Geneva, NY

Voting Member, *HWS Budget Allocation Committee*, Geneva, NY

## SALES SOFTWARE SKILLS

CRM (Salesforce, Oracle), Sales Engagement (Outreach, SalesLoft), Prospecting (LI Sales Nav, ZoomInfo, Apollo, TryProspect, Lusha)

## SOFTWARE SKILLS

HTML, CSS, JavaScript, PHP, Python