

David Gilchrist

Indiana University
December 2010
Psychology BS
Business Minor

QUALIFICATIONS

- ♦ Experience consulting and selling to IT decision makers at small, mid-sized, and enterprise organizations
- ♦ Able to build relationships through strong solution selling, product knowledge, customer experience, and account management
- ♦ Strong working expertise of Software as a Service (SaaS) platforms and technologies.

EXPERIENCE

iLAB, Indianapolis IN

October 2019– August 2020

Account Executive

- ♦ Produced \$1.1M in new business development pipeline for state government and private sector prospects
- ♦ Developed lead generation by daily e-mails, direct contact, phone calls, video recordings, and virtual meetings
- ♦ Recognized the needs of prospects' technology and business initiatives to best qualify and advise them of iLAB's services
- ♦ Researched and actively participated in local CIO and IT focused networking groups
- ♦ Scheduled weekly introduction and follow up conversations to tailor the company's unique selling propositions and differentiators
- ♦ Coordinated with iLAB executives and technical team members to help drive value and set expectations

Tangoe, Indianapolis IN

October 2018 – August 2019

Lead Generation Manager

- ♦ Generated 1.1M in active pipeline with Fortune 500 companies through phone, email, and social prospecting tactics
- ♦ Interacted, trained, and coached outbound partner reps to identify enterprise new business opportunities
- ♦ Worked directly with the Solution Architect to design a custom solution program
- ♦ Collaborated directly with the CRO, Director of Sales, and Director of Marketing to develop and improve lead strategy
- ♦ Created and improved an ongoing touch strategy for all individuals and leads
- ♦ Worked closely with outsourced partners to drive top of funnel engagement through tools, activities, and marketing
- ♦ Helped in crafting and improving the Sales Development Representative role

Emarsys, Indianapolis IN

March 2017 – September 2018

Internal Sales Representative

- ♦ Identified new business leads through outbound activity producing \$220,000 in annual revenue (highest among team)
- ♦ Responsible for understanding personas and technology buying habits
- ♦ Worked closely with sales management and operations to target ideal customer profiles
- ♦ Pushed sales and marketing collateral to prospects to engage and educate in omni-channel marketing trends
- ♦ Created customized campaigns sharing my knowledge of a prospect's digital tech stack

Avionos, Chicago IL

April 2016 – November 2016

Digital Business Development Representative

- ♦ Maximized new and existing business accounts through outbound sales techniques producing \$40,000 in new revenue
- ♦ Partnered with cloud based partners Adobe, Salesforce, and Acquia to deliver the most appropriate technology solution
- ♦ Prepared technical interview sessions with potential clients
- ♦ Communicated high level solutions to the project architect and team

Corporate Executive Board (Gartner), Chicago IL

October 2013 – March 2016

Business Development Specialist

- ♦ Partnered with sales director generating \$750,000 in sales revenue
- ♦ Produced over 100% of annual revenue goal for two consecutive years
- ♦ Engaged with senior-level executives to proactively schedule and confirm sales meetings
- ♦ Coordinated with internal stakeholders to ensure best possible support in sales cycle