Anthony DeGiorgio

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SUMMARY

Senior Account Executive and Automation Specialist with over 7 years of experience driving enterprise SaaS sales and AI-powered automation solutions. Consistently exceeded revenue targets by 25% through strategic pipeline development, demand generation, and consultative selling. Proficient in leveraging AI, machine learning, large language models, and generative AI technologies to optimize sales processes and enhance operational efficiency. Skilled in building strong stakeholder relationships, collaborating cross-functionally, and delivering customer-focused solutions. Possesses an entrepreneurial mindset with a growth-oriented approach, excellent communication skills, and a commitment to continuous improvement.

EXPERIENCE

Continuous Improvement Analyst | Benesys Inc.   **07/2024 to 07/2025**

- Engineered automation tools that reduced manual billing, quality assurance, and reporting tasks by 80%, significantly enhancing operational efficiency.
- Developed invoice reconciliation engines and real-time project tracking systems, increasing customer referrals by 25%.
- Directed AI readiness initiatives integrating Power Automate and SharePoint, improving workflow automation and reducing errors by 30%.
- Led enterprise AI integration projects automating sales processes using AI technologies from Amazon, Google, Microsoft, OpenAI, Anthropic, Apple, and Meta, accelerating process speed by 40%.
- Optimized AI-driven automation and data analytics through advanced AI model training, increasing data processing speed and accuracy by 35%.

Project Management Office (PMO) – Mergers & Acquisitions | Benesys Inc.   **06/2024 to 07/2024**

- Directed acquisition integration planning, enhancing post-merger operational efficiency by 25%.
- Developed strategic roadmaps aligned with organizational goals and regulatory compliance, accelerating integration timelines by 15%.
- Facilitated change management and synergy evaluations, contributing to successful mergers and acquisitions with a 20% increase in synergy realization.

Account Executive | Moov Technologies Inc.   **04/2023 to 03/2024**

- Closed $2.5 million in demand-side deals within six months, demonstrating strong prospecting and pipeline development skills.
- Established strategic partnerships that reduced customer acquisition time by 30%.
- Launched targeted marketing campaigns that increased market share by 20%.
- Collaborated with cross-functional teams to ensure customer success and drive continuous improvement, resulting in a 15% increase in customer retention.

Account Executive | Proactive   **12/2022 to 04/2023**

- Increased client acquisition by 25% through targeted digital engagement with original equipment manufacturers and plant managers.
- Managed a $1.5 million pre-IPO portfolio, cultivating executive relationships that drove 18% revenue growth.
- Led deal origination and stakeholder communication, accelerating sales pipeline velocity by 20%.
- Ensured fairness and diversity in client interactions using MEDDICC and Command of the Message methodologies.
- Coordinated inbound discovery calls and collaborated with sales development representatives to optimize the sales funnel, improving lead conversion rates by 22%.

Senior Account Executive | Costar Group   **09/2021 to 12/2022**

- Managed a $3 million portfolio, increasing portfolio value by 22% through strategic account management.
- Closed 13 premium advertising packages worth $350,000, surpassing sales targets by 15%.
- Secured over $500,000 in annual recurring revenue through new subscriptions and renewals, contributing to a 20% increase in recurring revenue.

Relationship Manager / Account Manager / Analyst | Bloomberg LP   **06/2018 to 09/2021**

- Managed a $25 million portfolio, achieving 18% growth through effective client relationship management.
- Increased return on investment by 25% through client retention strategies and product expertise.
- Fostered executive relationships that enhanced service delivery and customer engagement, resulting in a 30% improvement in customer satisfaction scores.

EDUCATION

Bachelor of Business Administration in Supply Chain Management | Grand Valley State University   **2015 to 2018**

- Earned Bachelor of Business Administration degree specializing in Supply Chain Management.
- Developed expertise in logistics, inventory control, and operations management.
- Applied analytical skills through projects and case studies addressing supply chain challenges, incorporating business intelligence and enterprise software solutions.
- Acquired foundational knowledge relevant to professional and managed services environments.

SKILLS

Strategic account management	**AI-powered workflow automation**	**Post-merger integration planning**
Advanced data analytics	**Enterprise AI integration**	**Customer acquisition planning**

CERTIFICATES

Alteryx Designer Core | Alteryx   **02/2025 to Present**

- Demonstrated expertise in building automated workflows and performing data transformations using Alteryx tools for ETL processes.
- Skilled in input/output handling, data cleansing, joins, parsing, and workflow optimization.
- Credential valuable for professionals in data analytics, business intelligence, and automation, enhancing the ability to streamline data operations and improve efficiency.

UiPath Academy Automation Developer Professional Training | UiPath   **02/2024 to Present**

- Completed comprehensive UiPath Academy Automation Developer Professional Training covering enterprise-level automation project development.
- Gained proficiency in UiPath Studio, Orchestrator, Robots, Robotic Enterprise Framework, advanced UI automation, data manipulation, AI Computer Vision, and remote debugging.
- Training prepares for UiPath Certified Professional Automation Developer exam, demonstrating advanced automation development skills.