

First Last

SaaS Account Executive

RELEVANT WORK EXPERIENCE

Resume Worded, London, United Kingdom

Education technology startup with 50+ employees and \$100m+ annual revenue

SaaS Account Executive 06/2021 – Present

- Established and developed more than 50 new accounts earning a combined profit of over \$1M in 2021 alone.
- Completed 79 daily outbound calls and sent weekly emails to 2K prospective clients at a minimum.
- Collaborated with 14 internal teams like product management, engineering, and marketing, ensuring all aspects of a deal were addressed 100% without dropping the ball.
- Supervised the sales cycle from lead generation to close, qualifying over 800 (out of 1K) leads and managing opportunities through the sales funnel.

Polyhire, London, United Kingdom

NYSE-listed recruitment and employer branding company

Sales Development Representative 09/2019 – 05/2021

- Provided ongoing support to 300 sales executives by providing information on opportunities in the pipeline and 24-hour status updates throughout the sales cycle. .
- Originated and executed sales strategies that exceeded \$600K revenue goals for 82 accounts by cold calling, emailing, and networking with clients.
- Developed and maintained relationships with 240 stakeholders in the sales process, including customers, prospects, partners, and vendors.
- Spearheaded 17 initiatives that increased lead generation by 78% over the previous quarter's average.

Growthsi, London, United Kingdom & Barcelona, Spain

Career training and membership SaaS with 150,000 users

Technical Sales Representative 06/2018 – 08/2019

- Secured a 64% price reduction for clients on \$1M in annual purchases by computerizing information on new technologies.
- Captured new customer data on prospects for \$2.1M in sales through coordination with the marketing department.
- Purchased, maintained, and sold \$500K in stock within six months by identifying opportunities in low revenue companies with high-profit potential.
- Established customer relationships with 2K national, divisional, and regional clients to increase divisional sales by 70% during 7 weeks of employment.

PREVIOUS EXPERIENCE

Business Development Rep, ABC Company, London, UK 06/2017 – 05/2018

SMB Account Executive, XYZ Company, New York, USA 06/2016 – 05/2017

Technical Sales Rep (Internship), ABC, New York, USA 07/2014 – 05/2015

CONTACT

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SKILLS

Technical Skills:

- Account Management
- Enterprise Accounts
- Forecasting
- Customer Service
- Enterprise Accounts
- Customer Retention

Industry Knowledge:

- Lead Generation
- Consultative Selling

- Business Negotiation

Tools and Software:

- Quickbooks
- Xero
- Freshbooks
- Salesforce

Languages:

- English (Native)
- Romanian (Native)
- Spanish (Conversational)

OTHER

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- Google AdWords Certified.
 - LinkedIn Ads Certified.