Jason Burkley

SaaS Sales & Client Acquisition Leader

Results-driven sales professional with a proven track record of surpassing targets and achieving exceptional sales performance as highlighted below:

- Surpassed company record for the highest ARR and highest deal count closed in a month.
- Closed the highest revenue generating client that was ranked #1 for two years in a row.
- Exceeded 100% of monthly sales quota seven times in 2023.
- Increased book of business revenue by 38% from implementing strategic referral program.
- Achieved the Century Club award for closing over $100,000 ARR 3 consecutive months.

Experience

November 2022 - June 2024
BQE Software Inc | Torrance, CA (Remote)
Senior Account Executive - AEC Services Sector

- Successfully manage the full sales lifecycle from lead generation to deal closure, consistently achieving and surpassing monthly and quarterly quotas.
- Employed a proactive hunter-prospecting approach, identifying and qualifying leads. Utilized strategic outbound calls and email sequences via HubSpot and LinkedIn Sales Navigator.
- Conducted compelling product demonstrations, effectively showcasing value and benefits to C-level executives and stakeholders at engineering, architecture and construction firms.

April 2018 - October 2022
GiveSmart | Saint Petersburg, FL (Remote)
Senior Account Executive - Nonprofit Digital Fundraising

- Executed rigorous prospecting engagement with high-value leads. Utilized strategic outbound email/call sequences via Salesloft and pipeline management in Salesforce CRM.
- Performed consultative and impactful online product demonstrations of our fundraising/donor engagement platform to executive directors, event coordinators, and development directors.
- Successfully educated non-profit organizations about the benefits of implementing Text-To-Donate, Peer-to-Peer, Virtual Events, and Recurring Giving strategies to enhance their annual fundraising efforts.

January 2015 - March 2018
BQE Software Inc | Torrance, CA
Account Executive

- Strategically cultivate new business clients via cold calls, meetings, and sequence emails.
- Conducted engaging product demonstrations and presentations, showcasing the value proposition of our platform to C-level executives and stakeholders.
- Collaborated with cross-functional teams to ensure seamless onboarding and training.

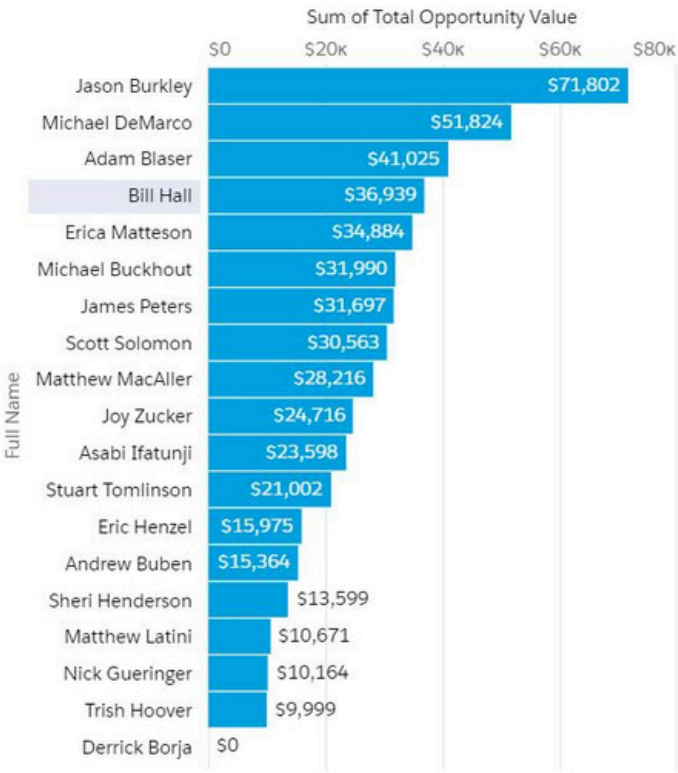### February 2011 - January 2015
MobileCause | Calabasas, CA
Account Executive

- Develop prospecting plans to build rapport and create new opportunities.
- Successfully consulted non-profit organizations on the benefits of implementing mobile-first fundraising strategies and enhancing donor engagement year-round.
- Conducted compelling product demonstrations, effectively showcasing value to C-level executives

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Contact

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GitHub
https://github.com/JasonBurkley

Education

Bachelor of Business Management
California State University Northridge

Expertise

- SaaS Sales
- MEDDIC
- GAP selling
- Value Selling
- Full Cycle Sales
- Strategic Prospecting
- Live Product Demonstrations

Technical Proficiencies

- Salesforce CRM
- HubSpot CRM
- Salesloft
- LinkedIn Sales Navigator
- Gong.io
- ChiliPiper
- Microsoft Teams / Office
- Zoom
- ZoomInfo
- HubSpot Sales Software Certified

Achievements

Closed Won MTD

Sum of Total Opportunity Value

Full Name	Value
Jason Burkley	$71,802
Michael DeMarco	$51,824
Adam Blaser	$41,025
Bill Hall	$36,939
Erica Matteson	$34,884
Michael Buckhout	$31,990
James Peters	$31,697
Scott Solomon	$30,563
Matthew MacAller	$28,216
Joy Zucker	$24,716
Asabi Ifatunji	$23,598
Stuart Tomlinson	$21,002
Eric Henzel	$15,975
Andrew Buben	$15,364
Sheri Henderson	$13,599
Matthew Latini	$10,671
Nick Gueringer	$10,164
Trish Hoover	$9,999
Derrick Borja	$0

View Report (Display AE Closed Deals MTD v3.1)

Search MobileCause

#teamg ☆
👤 15 | Add a topic

Today ▾

Michael Goble 2:22 PM
Highest ARR / Highest deal count / Most sales by an individual AE in a month (congrats Jason $71,802)

Sheri Henderson 2:22 PM
Rockstar @Jason Burkley!!!!

Michael Goble 2:23 PM
14 AE's over quota!
😊 1

Scott Solomon 2:59 PM
Damn!!!!!!!!!!!!!!
😊 1

Jason Burkley 3:14 PM
Yay! 💪

Message #teamg   Aa @ ☺

HubSpot Sales Software Certified

Jason Burkley

The bearer of this certificate is hereby deemed fully capable and skilled in the Inbound Methodology and basic HubSpot software use. They have also demonstrated a mastery of the real-world application of inbound theory and practice using the HubSpot software."

Valid from: Dec 26 2023 - Jan 24 2025

Certification code: 78a1aaa04605401fa52a6e7c2dd2a1d0

HubSpot Academy

CEO Yamini Rangan