



## Contact

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**LinkedIn**

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**GitHub**

<https://github.com/JasonBurkley>

## Education

Bachelor of Business Administration  
California State University Northridge

## Expertise

- SaaS Sales
- MEDDIC
- GAP selling
- Value Selling
- Full Cycle Sales
- Strategic Prospecting
- Online Presentations

## Technical Proficiencies

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

# 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 34% from implementing strategic referral program.
- Achieved the Century Club plaque award for closing over \$100,000 ARR in 3 consecutive months.

## Experience



**November 2022 - June 2024**

BQE Software | Torrance, CA (Remote)

**Senior Account Executive - AEC Industry**

- 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 key features 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**

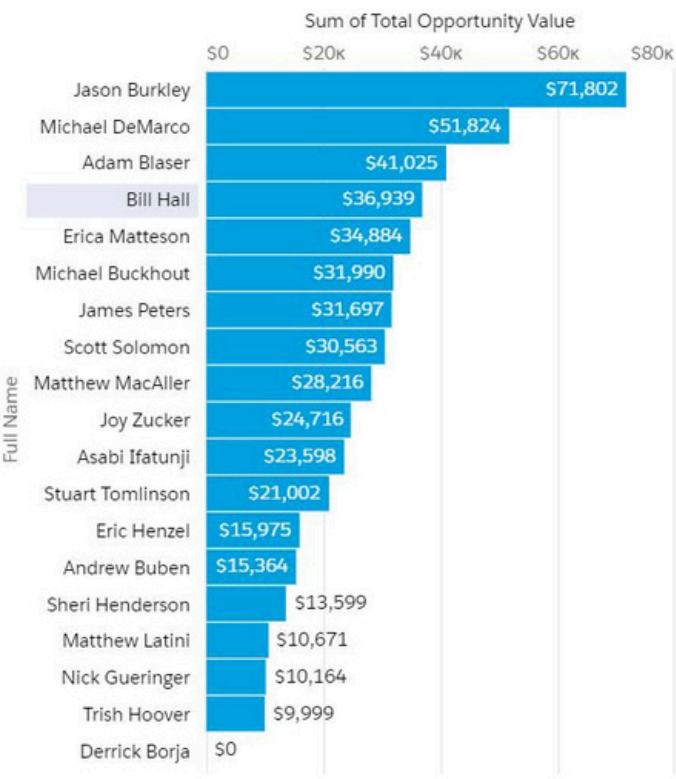
MobileCause | Calabasas, CA

**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

# Achievements

## Closed Won MTD



[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!

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

Jason Burkley 3:14 PM  
Yay! 🙌

Message #teamg



## 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: 78a1aaa046054015f52a6e7c2d82a1d0

HubSpot Academy

*Yamini Rangan*  
CEO Yamini Rangan