



Hardworking professional with proven track record of surpassing goals. Adept at working effectively unsupervised with strong time management abilities. Dependable teammate driving growth through organization, interpersonal skills, and adaptability.

Professional Experience

January 2021 - Present

Account Manager Roof Drainage Components & Accessories, Inc.

- 174% quota attainment
- Established company sales strategy
- Developed internal company customer relationship management system
- Routine interfacing with multiple business units (shipping, procurement, ownership, estimation, project management, production)
- Given authority by company President to execute multiple business purchases & consulted for hiring decisions
- Project management experience on 9-figure projects
- Created the curriculum and performed training sessions for onboarding new & potential customers

April 2019 - December 2020

Account Development Representative Mulesoft, a Salesforce Company

- \$231,000 closed annual contract value with an additional \$800,000 in open pipeline
- Developed and grew new business relationships with influential contacts in key & strategic / mid-market accounts
- Engaged prospective customers via phone, email, and social selling daily
- Handled all inbound inquiries generated from marketing activities
- Researched assigned customer accounts to build tailored POVs and messaging for outbounding into accounts
- Experience working with Account Executives, RVPs, Customer Success, Sales Engineers, and MuleSoft Partners

May 2018 - March 2019

Regional Account Manager Granite Telecommunications

- Full sales cycle role
- Top Salesforce user company wide (80 - 100 tasks completed daily)
- Largest book of business in my training class
- \$80,000 book of business with expected growth of \$200,000 - \$300,000
- Averaged 60+ cold calls a day
- Experience working across multiple departments

Education

August 2014 - May 2018

Bachelor of Business Administration in Professional Sales Kennesaw State University at Kennesaw, GA

Key Skills

- Resourceful
- Coachable
- Cross-Functional Collaborator
- Hard Worker
- Attention to Detail
- Organization