

# Benjamin Salebaigi

2011-70 Temperance Street, Toronto, ON, M5H 4E8

(604) 889-2622; [benjaminsalebaigi@gmail.com](mailto:benjaminsalebaigi@gmail.com); <https://www.linkedin.com/in/benjamin-salebaigi/>

## EDUCATION

**Johnson Graduate School of Management, Cornell University, Ithaca, NY, USA**

*Master of International Management (MIM), Applied Economics Stream (CEMS) – Dual Degree*

**Ivey Business School, Western University, London, ON, Canada**

January 2022 - May 2023

*Master of Science in Management (MSc), International Business Stream – Dual Degree*

- Ivey Excellence Award – Major entrance scholarship for top incoming MSc candidates (October 28th, 2021)
- Graduated with dual masters degrees mid-May, 2023.

**Alberta School of Business, University of Alberta, Edmonton, AB, Canada**

September 2017 - April 2021

*Bachelor of Commerce, Business Economics and Law – minors in Marketing and International Business*

- Graduated with Distinctions (Summa Cum Laude), 3.9+ GPA
- Focused on international transactions, specifically contracts, corporate structure and securities law.

## WORK EXPERIENCE

**Kaseya, Vancouver, Canada (On-site)**

May 2023 - Jan 2024

*Account Manager – Quota Carrying Account Managers – Datto Pod (Full-Time)*

- Managed a diverse book of business, providing tailored IT efficiency consulting, business reviews, and strategies to drive revenue growth and client retainment for Managed Service Providers (MSPs) and internal IT departments.
- Leveraged LinkedIn to multi-thread within partner's companies to have multiple champions within the org.
- Consistently engaged with clients through an average of 50 dials and 200 minutes of talk time daily, ensuring effective communication and relationship building with a variety of businesses.
- Collaborated across various internal departments to address client needs, including support, billing, prospecting, and issue resolution, ensuring comprehensive account management.
- Moved to Vancouver to care for sick father in May, moved back to Toronto in January and could not continue with Kaseya due to in person only work policy and no office within 1 hour commute from Downtown.

**In Graduate School, London, Ontario; Bangkok, Thailand; Ithaca, New York**

Jan 2022 - May 2023

*Masters of Science Candidate – Student (Full-Time)*

- After being laid off from Blue Umbrella in April 2022, I worked only short contracts, internships and freelance/entrepreneurial gigs to focus on my studies.

**Blue Umbrella Ltd., Vancouver, Canada (Remote)**

May 2021 - April 2022

*Business Development Manager – Client Development Division (Full-Time)*

- Conducted outbound lead generation through cold outreach averaging 60-80 calls and 500+ emails per day, resulting in leading the 7 member sales team in meetings booked, deals closed, and ARR generated in Q3 & Q4 2021.
- Increased sales funnel by 60% over 3 months by directly working with the CEO to implement new, better out-of-the-box outbound lead sourcing tools directly leading to hundreds of thousands of dollars in added revenue.
- Consulted and guided top C-suite and General Counsels on implementing compliance software to make their third-party risk management systems better, faster, and more accurate.
- Led entire end-to-end sales process including prospecting, discovery, conducting demos, and closing deals.
- Entire GRC product division was laid off and shut down in March 2022 after being acquired by AML Right Source.

**Benjamin Storage Corporation, Coquitlam, Canada**

July 2017 - April 2021

*Business Development Representative (Full-Time)*

- Led new business initiatives at family run business, using email, phone calls, and on-site visits to car dealerships to sign new business, consistently maintaining over 90% capacity in the 4.2 acre storage lot.
- Maintained relationships with 8 strategic partners through onsite visits and phone calls, leading to 0% key account churn over the 4 years.
- Initiated long term RV, boat and truck storage program, signing over 80 1+ year clients in 2019.
- Exited via 7 figure acquisition in April 2021.

**Languages:** Fluent in Farsi and English; full working proficiency in French; basic Arabic.

**Technical Skills:** Excel, PowerPoint, financial modelling, accounting, research, Salesforce, SQL, and Hubspot.

**Key competencies:** Problem solving, client management, discovery, simplifying complex ideas, relationship building.