

Michael Gutierrez

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SUMMARY

Sales professional with experience in high-volume prospecting, consultative selling, and managing full-cycle B2B opportunities. Consistently exceeds performance targets, demonstrating strong discovery and presentation skills while building productive relationships with executives and channel partners. Proven ability to generate pipeline, qualify high-value opportunities, and contribute to revenue growth in fast-paced sales environments.

EXPERIENCE

06/2025 - Present

Account Executive | Fisher Investments - Plano, Tx

High-volume outreach to high-net-worth investors.

- Conducted high volume outreach to high-net-worth investors to qualify prospective clients. Averaged **350+ outbound dials/day**, achieving a **57% held rate** and **23% conversion rate**.
- Generated and referred prospective investors totaling **\$11.5M+ in AUM** to the Private Client Group.
- Conducted discovery calls to assess financial goals, risk tolerance, and investment timelines.
- Educated prospects on Fisher Investments' strategy, market perspective, and fiduciary model.
- Built trust with high-net-worth investors through clear communication and a consultative approach, increasing engagement and qualification rates.

01/2024 - 04/2025

Channel Account Executive | Motorola Solutions - Dallas, TX

Customer-facing sales role - managing the full sales cycle.

- Delivered product demonstrations for Avigilon Alta and Avigilon Unity video management and access control solutions to support technical evaluations and drive buying decisions.
- Closed-won **over \$3.8 million in product sales** across Avigilon Alta and Unity by managing inbound opportunities and executing full-cycle sales motions.
- Resolved complex security and system challenges for clients and end users by providing technical guidance and solution recommendations.
- Developed and maintained relationships with channel partners to drive product adoption and expand territory sales.
- Identified new business opportunities and contributed to pipeline growth through proactive outreach and partner collaboration.
- Built strong relationships with key decision-makers to assess requirements and deliver tailored security solutions.

05/2023 - 1/2024

Senior Vertical Specialist - Education | Motorola Solutions - Dallas, TX

Inside sales role focused on generating new opportunities in North American Education.

- Generated new business opportunities within the North American Education vertical through targeted outreach and lead qualification efforts.
- Led grant funding campaigns that supported customer acquisition and contributed to increased sales pipeline growth.
- Coordinated site walks and product demonstrations for Vertical Account Managers, Channel Partners, and Account Executives to support technical evaluations and deal progression.
- Represented Motorola Solutions at GSX, delivering in-person demonstrations of Avigilon Alta and Unity product lines to drive product awareness and engagements.

EDUCATION

06/2023 - 7/2025

Business Administration, University of Phoenix