

Michael Bobo

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Results-driven Enterprise Account Executive with 5+ years of B2B sales experience. Expert in building strong C-suite client relationships through deep product knowledge and delivering value-added solutions tailored to customer needs.

<i>Consulting Sales Management</i>	<i>Problem Solving</i>	<i>Customer Success</i>
<i>Strategic Account Management</i>	<i>Challenger Sales</i>	<i>Prospect Cultivator</i>
<i>Flexible & Committed</i>	<i>Influential Presenter</i>	<i>Industry Events - Team Lead</i>

WORK EXPERIENCE

DocuNav Solutions **March 2025 – Present**
Sales Executive
Frisco, TX

- Own a \$2.5M book of business across 40+ active SaaS clients in public and private sectors
- Hit and exceeds growth sales target each quarter, totaling \$3.5M annually
- Average 30+ cold calls per day to net-new prospects while maintaining perfect retention and upsell activity with current customers

The NeuroLeadership Institute **Dec. 2020 – Nov. 2024**
Senior Client Advisor
Remote

- Closed \$750k in business to mid-market accounts (under 3,000 employees) while leading the entire sales process with a formal quota in FY23 and FY24
- Wrote, executed, and supported 50+ proposals and SOWs for 25+ enterprise accounts (above 3,000 employees) that totaled to over \$7mm of business for organizations such as Microsoft, Amazon/AWS, and T-Mobile
- Coordinated and led in-person and virtual business development events for hundreds of C-Suite and VP-level HR professionals

Gartner **June 2019 – Nov. 2019**
SDR Intern - Global Technology Sales *Fort Myers, FL /Irving, TX*

- Collaborated with a team of 8 full-time account managers to help grow current accounts in the macro-division (tech companies, with revenue between \$10–\$250 million per year)
- Created strategic plans to improve client retention rates within the company and increase overall client engagement

Liberty Mutual **May 2018 – Dec. 2018**
Inside Sales Intern *Plano, TX*

- All-time top performing Liberty Mutual inside sales intern in “policies sold” metric with 31 total
- Licensed to sell Property and Casualty insurance in Texas, Arizona, and Florida

EDUCATION

University of Texas at Dallas **May**

2020

B.S. Supply Chain Management

Richardson, TX

AWARDS & RECOGNITION

- DocuNav's Second-ever salesperson to reach quota in first quarter of work *March 2025 – May 2025*
- Fisher Investments Ranked top of the July new hire class in Bootcamp *September 2020*
- Gartner Sales Internship Reached highest possible metric grade *June 2019 – August 2019*
- Liberty Mutual Sales Internship Top performing sales intern of all-time *May 2018 – August 2018*