

## Shawn A. Rather

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### Professional Summary

Motivated and accomplished Sales Representative attentive to details with outstanding follow through. Adept at B2B sales and negotiations with decision makers at all levels. Demonstrated ability to build new territories and expand opportunities within existing client base.

### Experience

**Dec. 2016-Dec. 2019      Business Intelligence/Cloud Infrastructure Account Manager      Oracle**

- Developed and successfully executed a territory generation plan to meet/exceed sales quota
- Working with C-level executives in companies with up to \$500 million in revenue
- Work with key Business leaders to identify and understand complex software solution needs
- Lead the entire sales cycle, from first engagement with customer through discovery, demo, reference calls, implementation scoping, and contract negotiation phases until business was closed
- FY19 Promoted to BI account manager Prime
- Over 100% of Sales Quota all 3 years in role. 3-time Directors Quota Achievement Award
  - FY19 121%
  - FY18 255%
  - FY17 168%

**Aug. 2015-Dec. 2016      Business Development Consultant      Oracle**

- Work with key Business leaders to identify and understand complex software solution needs
- Provide relevant business insight to help businesses define and create their solution strategy
- Facilitate successful transition through the next steps of the sales process
- 169% of Quota attainment (Managers choice award)

**Dec. 2011-Aug. 2015      Assistant Branch Manager      Enterprise Holdings**

- Averaged 95% customer satisfaction score
- Develop and maintain a successful operation plan
- Create, plan and participate in sales plans, both inside and outside, to constantly grow the business and build strong relationships with each account
- Responsible for choosing, interviewing and hiring part time staff; while supervising, teaching, evaluating and developing full time employees

**Nov. 2003- Sep. 2007      Corporal      U.S. Marine Corps**

- S6 section Chief III MEF Special Operations Training Group
- III Marine Expeditionary Unit – Cryptographic Lead
- Managed all the unit's technology applications and hardware

### Education

**Bachelor of Science, Business Organizational Leadership – Sept. 2008 - Jan. 2012**

Southern New Hampshire University      GPA 3.7