

Aaron Burt
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Permanent Address:

211 W 56th Street Apt.6D
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EDUCATION

BINGHAMTON UNIVERSITY, BINGHAMTON, NY

Graduated December 2013

Bachelor of Arts Degree, Political Science

Minor, African-American Studies

BRENTWOOD HIGH SCHOOL, BRENTWOOD, NY

2005-2009

BOYS STATE, MORRISVILLE, NY

2008- Present

EXPERIENCE

Forter, New York, NY

February 2021- Present

Strategic Solutions Specialist

- Source new sales opportunities across Fortune 100 companies including Amazon, Google & Walmart
- Help Forter understand customer needs and requirements through prospecting
- Create account plans and go to market strategies for individual accounts
- Align efforts with channel partners to help close deals
- Successfully identified decision makers through in-depth account research

Forter, New York, NY

January 2019- January 2021

Senior Solutions Specialist

- Reported to Director, Inside Sales where weekly sales team progress reports were required
- Developed Forter's Inside Sales Training program
- Achieved 103% quota attainment while managing 4 sales reps
- Helped EMEA & APAC teams develop cold calling strategy
- Aligned inside sales team with marketing goals which resulted in \$1.25M new business

Forter, New York, NY

June 2017- December 2018

Solutions Specialist

- Responsible for securing meetings with C-Level & VP's at Fortune 500 companies
- Generated \$3.5M in sales pipeline where \$2.5M was expected
- Exceeded annual 96 meeting quota with 110
- Leveraged Salesforce CRM to help VP build Sales Forecast reports

DMS TECHNOLOGY, New York, NY

January 2017- June 2017

Account Executive

- Generated a minimum of 15 new leads per day via LinkedIn prospecting and referrals.
- Assisted Director of sales in the execution of our consultative sales process.
- Secured 4 meetings per week with C-Level executives where 2 was expected.
- Developed a lead stratification process enabling our CEO to better understand meeting conversion rates.

INNROAD, New York, NY

September 2014 – December 2016

Inside Sales Representative

- Cold called 125 properties per day where 100 was expected.
- Generated an average of \$1,000 per month in subscription revenue VS \$780 quota.
- Achieved the top 5 percentile in a sales team of almost 25 reps.
- Prospect, qualified, demoed and closed an average of 5 new accounts per month.
- Assisted VP of sales in the development of our BDR program and the process by which they follow.

POWER HOME REMODELING GROUP, HICKSVILLE, NY

January 2014 - August 2014

Remodeling Consultant

- Market and sell home improvement products and other peripherals to homeowners.
- Develop solutions for energy efficiency and after-sales maintenance.
- Strengthened company's business by leading rookie camps for new reps to gain familiarity with material.
- Exceeded company objectives with selling over \$50,000 worth of merchandise per month.

BINGHAMTON TELEFUND, BINGHAMTON, NY

2012- 2013

NCI (Nationwide Credit Incorporated), VESTAL, NY

Summer 2013

Supervisor

- Answered live questions for newer reps who needed assistance with calls.
- Trained, coached and mentored staff to ensure smooth adoption of new programs.
- Maintained a call handle time of less than five minutes.

ACTIVITIES

BINGHAMTON UNIVERSITY

- BUStateofMind.com (student run online newspaper), Secretary (2012-2013)

SKILLS

- Proficient in Microsoft Office Suite
- Innovative social media and digital media expertise
- Developed leadership and critical thinking skills; excellent communication and interpersonal skills
- Sandler Certified