**AJ Sheehan**

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# Skills

SaaS Sales nProspecting n Value Proposition n Marketing n Employee/Leadership Development n

Account Management n Microsoft Excel n Project Management n ScrumMaster

# Professional Experience

SALESFORCE

**Account Executive (Indianapolis, Indiana)** 04/2019 – 01/2020

* Placed within the top 15% of 68 SMB Account Executives for FY20 (Q2-Q4)
* Exceeded quarterly quota by 134% in Q3 by mastering value proposition and sales process.

GREENLIGHT GURU

**Account Executive (Indianapolis, Indiana)** 02/2018 – 04/2019

* Exceeded quarterly quotas by average of118% by mastering value proposition and sales process.
* Achieved personal ACV 47% above average ACV.
* Converted inbound and outbound leads to signed contracts at a 22.5% conversion rate.

ENTERPRISE RENT A CAR 01/2012 – 02/2018

**Branch Manager (Indianapolis West, Indiana)** 05/2017 – 02/2018

* 32% overall profit increase, year over year.

**Branch Manager (Indianapolis Airport, Indiana)** 03/2016 – 04/2017

* #3 Ranking on Enterprise Airports Worldwide Balance Analysis for FY ‘16
* 16% Protection product yield increase over previous year
* 6 Month customer service score of 85%

**Branch Manager (Downtown Indianapolis, Indiana)** 03/2014 – 03/2016

* 48% 2-year fleet growth
* Grew the Downtown Indianapolis Enterprise from the 17th biggest store to the 11th biggest store, earning a “Top 15” flagship designation

**Branch Manager (Speedway, Indiana)** 12/2013 – 02/2014

* December 2013 Elite Performer Award & January 2014 Master’s Club Winner

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| **Education** |  |
| **Indiana University**  Bachelor of Science in Kinesiology (Sports Marketing and Management | May 2010 |
| **Certifications** |  |

Certified ScrumMaster (CSM) Scrum Alliance

Certified Associate In Project Management Certification (CAPM) Project Management Institute (PMI)