**Rocky Clark**

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**COMPLEX SOFTWARE SALES**

Software sales professional with a history of success in complex sales in large organizations and startups to public, private, and nonprofit organizations. Over quota achievement in every role. Enjoy solving problems, leading teams, and improving processes. Committed to personal development and selling with integrity.

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**EDUCATION\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**University of Mississippi, Oxford, MS 2003**

Bachelor of Science in Telecommunications Engineering

**Southern Baptist Theological Seminary, Louisville, KY 2011**

Master of Divinity in Theology

**WORK EXPERIENCE\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**ProctorU**, Birmingham, AL March 2018-present

A $40,000,000 software company working with universities/colleges to prevent cheating in online exams through the use of artificial intelligence-based software and remote proctors monitoring via webcam

**Director of Client Development** (Oct 2018-present)

* + - * + Strategize and execute prospecting efforts for net new logos in the Eastern U.S.
        + Oversee a team of 3 Account Executives and 15 Account Managers to pursue expansion within current client base
        + Closed largest agreement in the last 5 years for ProctorU
        + Actively prospect for growth, respond to inbound leads, help prepare and present RFPs
        + 6-12 month sales cycle / 20K-$300K ACV / $1,000,000 quota
        + Negotiate agreement pricing, implementation fees, term, and service line
        + Present software demonstrations both in person and online
        + 128% quota attainment in 2019
        + 40% travel to prospects, clients, and conferences/trade shows

**Account Executive** (March 2018-Oct 2018)

* + - * + Managed a team of 4 people to pursue territory growth opportunities, ensure client satisfaction, and reduce churn
        + Territory grew 34% year-over-year during this time

**Directorpoint**, Remote July 2017-Feb 2018

Startup software company that sold board of directors compliance, communication, and collaboration software. Directorpoint no longer exists (acquired)

**Account Executive**

* + - * + One of the first outbound sales reps the company hired. Was able to help build processes and messaging for company’s overall outbound strategy
        + #1 producing outbound sales rep / 119% quota attainment
        + 50+ cold calls per day in addition to email/LinkedIn prospecting
        + Full sales cycle: prospecting, discovery, online demos, agreement signature
        + Why did I leave? They laid off the entire outbound sales team in order to redirect that money to European sales efforts

**Liveperson**, Remote Sept 2016-June 2017

A $250,000,000 software company that allows organizations to communicate with customers and prospects via chat, text messaging, and social media

**Mid-Market Account Executive**

* + - * + 113% quota attainment
        + Sell software to mid-market accounts. Respond to inbound leads and perform 50+ cold calls per day in addition to email/LinkedIn outreach
        + Full sales cycle: prospecting, discovery, demos, agreement signature
        + Why did I leave? The team I was a part of had been added to Liveperson as an acquisition shortly before I was hired. They ended up replacing our team with their own salespeople. Nobody that I worked with directly is still employed there.

**Northwestern Mutual**, Birmingham, AL Jan 2015-Sept 2016

$30 billion company that sells insurance and investments to consumers

**Financial Sales Representative**

* + - * + Sold insurance and investments to consumers sourced through cold calling and referrals
        + Moved to a new city and took a 100% commission job traditionally reliant on local networking
        + Offered top assistant advisor position by the #1 producing financial advisor in Alabama and the Chief of Staff position for the #6 producing office in the country due to work ethic and talent
        + Why did I leave? Desire to move into B2B sales

**IBM**, Louisville, KY April 2011-Dec 2014

Worked for the SaaS telecommunications expense management division

**Client Manager** (Jan 2013-Dec 2014)

* + - * + Managed the relationship between IBM, our Fortune 500 clients, and vendors
        + Set company direction for wireless and wireline trends while managing over $10,000,000 in annual spend
        + Provide client deliverables on telecom data, optimization, and savings

**Client Support Specialist** (Apr 2011-Dec 2012)

* + - * + Assisted client end-users with technical support
        + Worked with Client Managers to optimize telecom spend for clients
        + Why did I leave? Desire to move into sales

**PERSONAL\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Family**

* Married for almost 15 years with 3 kids (ages 11, 10, and 8)

**Hobbies**

* Playing and watching sports (Ole Miss Rebels, Atlanta Falcons, Atlanta Hawks, Chicago Cubs, Arsenal)
* Learning web development and Javascript. I’ve taken classes through Udemy, freeCodeCamp, Framework Television, and Scrimba
* Exercise
* Books. Read 50+ books per year
* Chess