

# ANDREW BUMGARNER

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## Summary

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I construct and lead teams that deliver stellar performances in high velocity sales environments. My philosophy is simple: set clear expectations, support with data driven metrics, and cultivate an environment that encourages personal and professional transformation for team members. This ethos fosters a positive ecosystem that achieves high-yield results through problem solving operations management, team matrix and principle-based leadership.

## Highlights & Qualifications

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- Executive Leadership
- Sales Leadership (ENT/SMB, SaaS)
- Staff Development
- Mentoring
- Business Development
- Operational & Strategic Planning
- Recruitment and Onboarding
- Public Speaking

## Experience

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### Sr. Manager of Sales Development

**Pendo.io**, Raleigh, NC

August 2019 – Present

Leading the outbound US and EMEA sales development efforts. Managing mid-market, enterprise, and inbound sales development representatives. Cross-departmental projects aimed at driving account, lead, and contact growth. Work with marketing to deploy successful webinar, event, and thought leadership campaigns to drive quality pipeline. Formulated and deployed hiring personas/guidelines and onboarding process for all new sales development recruits.

### Us East - Sales Development Manager

**ChannelAdvisor**, Morrisville, NC

March 2018 – July 2019

Led the US East Sale Development and Lead Development Teams. Spearheaded implementation of sales enablement technology. Mix of mid-market and enterprise SDR's. Mid-Market target's businesses with revenue between \$500,000 and \$50,000,000 annually. Enterprise SDR's focus their efforts on businesses exceeding \$50,000,000 in annual eCommerce revenue.

**Corporate Sales Manager, III**

**Citrix**, Raleigh, NC

January 2017 – December 2017

Led a team of senior account executives in selling SaaS solutions to the SMB market. Tasked with mentoring and training new sales managers in leadership best practices. Implemented and trained staff on sales strategy using internal curriculum. Direct liaison between sales and marketing team. Designed, hired and managed Summer sales internship program.

**Corporate Sales Manager, II**

**Citrix**, Raleigh, NC

August 2015 – December 2016

Shifted to leading a team of inside account executives selling SaaS solutions to the SMB markets. Senior member of the recruitment team tasked with hiring and onboarding 150 sales professionals. Direct liaison between sales and marketing team: designed and implemented direct marketing campaigns.

**Corporate Sales Manager, I**

**Citrix**, Raleigh, NC

January 2014 – August 2015

Sales leader tasked with on-boarding and training new sales staff. Helped scale the team from 30 SDR's to 90 in 6 months. Lead trainer for new recruits, implementing standardized curriculum, and best practices. Worked with Sr. Leadership on strategic initiatives designed to increase key performance indicators.

**Corporate Sales Representative**

**Citrix**, Raleigh, NC

January 2013 – December 2013

Entered into the Citrix corporate environment as an SDR and was quickly promoted into Account Executive role specializing in SaaS solutions for the Architecture/Engineering and Legal industries.

**Academic Profile**

B.S. Political Science (Magna Cum Laude) - **North Carolina State University** – Raleigh, NC

**References available upon request**