**Marcos Elrahi**

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(781) 484-7104

**EXPERIENCE:**

**WordStream, Boston, MA March 2016 - Present**

*Senior Global Account Executive & Team Lead*

WordStream is an industry leading software-as-a-service (SaaS) product company voted #1 in customer satisfaction in the search advertising sector. WordStream is partnered with Google, Bing and Facebook to help SMB’s market their businesses.

* #1 in SaaS Sales in 2017 and 2018
* 143% of 2017 Quota – Annual Presidents Club Winner
* 154% of 2018 Quota – Annual Presidents Club Winner
* 215% of 2019 Quota – Annual Presidents Club Winner
* $3,300,00 in Lifetime Recurring Revenue (SaaS & Services)
* Drive the full sales lifecycle for our SaaS product and fully managed services.
* Qualify and consult inbound leads on their paid advertising and overall marketing strategies.
* Prepare and present personalized online software demonstrations; guiding key decision makers through the WordStream solution and buying process.
* Build and manage a strong pipeline of prospective customers and work with management team to provide an accurate sales forecast.
* Well versed with sales enablement tools such as Salesforce, Marketo, Intercom, Drift, and Gong.

**The Computer Merchant, Norwell, MA September 2011- April 2016**

*Technical Recruiter*

Full Life Cycle Recruiting: Specialized focus within the Banking, Healthcare, Hospitality and Information Technology fields.

* Worked with Account Executives to identify top accounts, client skill sets, key market segments, and to assess clients’ staffing requirements.
* Searched, identified, and qualified candidates in response to client requirements for contract positions.
* Negotiated salaries, terms, and conditions of employment with candidates and hiring managers.
* Managed the entire interview life cycle with candidates through the placement process.
* Worked with Human Resource Departments regarding on-boarding new hires, start, employment documents/contracts, and payroll/timesheets.

**EDUCATION:**

**University of Rhode Island, Kingston RI September 2007-May 2011**

Bachelor of Science in Business Administration

Concentration in Marketing & Management