

## Contact

[www.linkedin.com/in/lindsay-silver-b49393119](https://www.linkedin.com/in/lindsay-silver-b49393119) (LinkedIn)

## Top Skills

Microsoft Word  
Microsoft Office  
Social Media

# Lindsay Silver

Account Executive at DocuSign  
San Francisco, California, United States

## Experience

### DocuSign

3 years 5 months

#### Account Executive

March 2022 - Present (1 year 9 months)

#### Sr. Market Development

May 2021 - March 2022 (11 months)

San Francisco Bay Area

#### Market Development

July 2020 - May 2021 (11 months)

Chicago, Illinois, United States

### Uber Freight

#### Account Executive - Strategic Partnerships

December 2019 - May 2020 (6 months)

Greater Chicago Area

### Apex Systems

1 year 5 months

#### Account Manager

January 2019 - December 2019 (1 year)

Las Vegas, Nevada Area

- Engaged in Business to Business sales with new and existing clients for supplemental staffing or long-term consulting engagements in the fields of Information Technology, Business Applications and Telecommunications.
- Acted as the business partner to advise clients on the appropriate staffing model (staff augmentation, SOW, RPO, MSP, VMS) based on IT goals.
- Posses sales skills in the areas of cold calling, closing, contract negotiating, prospecting, client management, customer service and delivery.
- Maintained vendor relations by providing ongoing communication and problem resolu... See more

#### Technical Recruiter

August 2018 - December 2019 (1 year 5 months)

Las Vegas, Nevada

- Work with local and national technical consultants to identify contract, contract-to-permanent and permanent positions in the areas of IT, Business Applications, Telecommunications and Engineering.
- Network with local User Groups, Technical Schools and Technology Evangelists to grow and enhance the technical personnel community.
- Source potential candidates by utilizing Apex's proprietary database, referrals, User Groups, job boards and advertising.
- Maintain a best in class screening process by meeting all candidates for face-to-face interviews, conducting reference checks and administering technical tests.
- Maintain strong relationships with technical personnel through consistent communication, honesty and loyalty.
- Serve as point of contact for career coaching, resume enhancements, pay rate negotiations, benefits and payroll questions.
- Work closely with Sales and Management Team to understand and deliver on client's needs

Katherine Delmar Burke School

Kindergarten Teacher

August 2016 - August 2018 (2 years 1 month)

San Francisco Bay Area

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## Education

Miami University

Bachelor's degree, Early Childhood Education and Teaching