

Taylor Robinson

Hoboken, NJ | (908)-418-7131 | taylor.robinsonusa@gmail.com | <https://www.linkedin.com/in/taylor-robinson-55a100179/>

6+ years of experience in SaaS and B2B sales working at Series A through Series C companies while exceeding a quota above \$1 million. Bringing exceptional coaching and interpersonal skills to mentor, and technical and business skills to provide top level service to both customers and prospects

PROFESSIONAL EXPERIENCE:

ReverseLogix, Remote, USA

Jan 2021 - Present

Enterprise Account Executive

- Selling Returns Management System to Enterprise brands, manufacturers and 3PL's to manage reverse logistics, B2B & B2C
- \$1,900,000 annual quota with an avg. deal size of \$125,000 and 180-day sale cycle. 70% to goal YTD (\$1.3 million)
- Responsible for hunting 25% of our own pipeline, leveraging an ABM approach with each AE managing a BDR
- Notable clients signed: CAT, DHL, AKG group, Jabra and Dawson Logistics
- Support full sales motion: discovery, demo, business case, ROI, technical call, RFP, negotiation, close

Map My Customers, New York, USA

Sept 2019 - Dec 2020

Sales Manager/Enterprise Sales

- Navigated selling a mobile sales CRM platform across multiple verticals, bolted-on to largest CRM's (SFDC, HS, Zoho, MSFT)
- Joined as a Senior AE and was promoted to Sales team lead within 5 months, part of 4-person leadership team
- 2020 quota was \$1,200,000 with an avg. deal size of 75k and an avg. sales cycle of 140 days, 110% attainment in 2020
- Re-Identified our ICP and created messaging to better adapt to the Covid environment, worked closely with Product and Marketing to identify fit
- Notable clients signed: CAT, Ferguson, Zynex Medical, Crocs, Crum & Forster, ECHO USA and Rust Oleum

Schoology, New York, USA

Aug 2018 - Jul 2019

Account Executive

- Sold Learning Management System (LMS) to K-12 environments, 90-day sale cycle
- Top performing Account Executive (New ACV), 5 member team
- Full life-cycle of sale: prospect, discovery, demonstration, negotiation, signed contract, hand-off

YL International, Guangzhou, China

Mar 2015 - Apr 2017

Account Executive

- Manufactured, Shipped and Delivered wholesale apparel and retail accessories
- Grew annual international sales revenue from \$1,250,000 to over \$5,000,000

Kickstarter – Ridge Stand, Guangzhou, China

Jan 2014 - Dec 2014

Inventor / Entrepreneur

- Invented small, portable and lightweight foldable laptop stand
- Raised \$73,420 during the fundraising period

CIEE Educator, Guangzhou, China

Feb 2012 - Feb 2013

Teacher

- Taught 200+ students daily, comfortably spoke in front of groups over 100 people

EDUCATION:

Middlebury College, Middlebury, Vermont

Bachelor of Arts, 2006-2010

Sun Yat Sen University (中大), Guangzhou, China

Mandarin Chinese, 2013-2015

Skills:

Systems: Salesforce, HubSpot, SalesIntel, ZoomInfo, Seamless.ai, Outreach, SalesLoft, Zoom, O365, Google

Languages: English and Mandarin Chinese