



# CAMERON STROUP

(512) 964-4404 • [Linkedin.com/Cameron-Stroup](https://www.linkedin.com/Cameron-Stroup) • [cameron.d.stroup@gmail.com](mailto:cameron.d.stroup@gmail.com)

## ACCOUNT EXECUTIVE

Seasoned professional looking to contribute expertise gained in developing lasting B2B client relationships and using a client-centric focus to provide solutions for pain points. Experience includes cross-boundary collaboration up and down the client's corridor and delivering presentations, helping clients change the way they do business in order to stay on top through adoption of new and innovative business solutions. Core competencies include:

IT Account Management • Follow-up • Existing Accounts  
Needs Assessment and Issue Resolution • Problem Solving  
Grow Existing Accounts • Customer Engagement Platform  
Consultative Strategies • Customer Retention Management  
Customer Presentations • Best in Class • Identify Opportunities  
Available for Business-Related Travel • Goal-Oriented

Effective Relationship Strategist • New Client Training  
Business/Development Opportunities • Client Development  
Client-Centric Focus • Keen Presentation Skills • SaaS Space  
Client Retention • Customer Support and Engagement  
Own Territory • Manage New Customer Cycle • Deals  
CRM Cloud-Based Platform • Inter-Department Collaboration

**TECHNOLOGY:** PC/Mac; Windows, OS X, iOS, MS Office, Salesforce.com (SFDC), ZoomInfo, Ebsta, AX, Sales Center, Keypoint, RateView, Logistics Management Software, Photoshop, SalesPad, Google Docs, Proprietary Software Programs

## CAREER PROGRESSION

HGS Digital Services; Austin, Texas, [HGS Digital](https://www.hgsdigital.com)

*Customer-first digital services solutions with frictionless CX while focusing on process excellence*

### DIRECTOR, PARTNER ENABLEMENT

9/20 - Present

- Build positive, credible, lasting customer relationships based on trust while identifying customer business growth needs
- Analyze data and insights to increase sales, grow customer business, and better achieve objectives
- Regularly and consistently pre-plan account visits with an agenda, service purpose, and selling opportunities
- Develop a customer business growth plan for each account prioritizing sales activities to achieve objectives

Restaurant365; Austin, Texas, [Restaurant365.com](https://www.restaurant365.com)

11/19 – 9/20

*Restaurant-specific accounting & back office software platform alleviating the allowing restaurants to operate more profitably*

### SALES DEVELOPMENT REPRESENTATIVE

- Actively produced a high volume of personal and strategic value-added emails, calls, and social messages
- Researched potential accounts and strategized approaches to create interest and secure meetings for Account Executives
- Exceeded monthly quota of 8 meetings held every month by an average of 20%

Arrive Logistics; Austin, Texas, [ArriveLogistics.com](https://www.arrivelogistics.com)

5/18 – 10/19

*A strategic framework brings cost-optimizing solutions to clients' business that impact their supply chain*

### ACCOUNT EXECUTIVE

- Successfully built a pipeline, uncovering new opportunities and up-selling existing customers while supporting a network of shippers
- Acted as main point of contact, building trust, strengthening relationships and identifying opportunities that continued a partnership
- Managed shipment volume on a daily basis, providing detailed quotes and bids while reviewing available shipments and working with Account Coordinators on execution
- Created and maintained SOPs; assisted Senior Account Executives with quoting, customer portal management and special projects
- Achieved \$20K within a 3-month period by bringing on eight (8) new customers

Rev.com; Austin, Texas, [Rev.com](https://www.rev.com)

6/17 – 4/18

*A leading proprietary technology platform built to create a great work environment for transcriptionists, captioners and translators*

### ACCOUNT EXECUTIVE

- Demonstrated exemplary leadership attributes in directing high velocity client interaction in a dynamic startup environment
- Boosted profits and client retention by building a successful pipeline, developing skills in Salesforce, Outreach, ZoomInfo and Ebsta
- Led and built national client relationships, overachieving quota while driving sales, new business development and up-selling
- Employed consultative sales techniques that delivered optimal services and seamless delivery
- Negotiated complex deals, promptly listened to and resolved conflicts and ensured end-to-end client satisfaction
- Identified long-term strategic growth opportunities, resolved issues; monitored processes and achieved timely/effective results

SHI International Corp; Austin, Texas, [SHI.com](https://www.shi.com)

8/15 – 6/17

*A leading reseller of software, hardware, configuration, data center optimization, IT asset management and cloud computing*

### INSIDE ACCOUNT EXECUTIVE

[Linkedin.com/Cameron-Stroup](https://www.linkedin.com/Cameron-Stroup)

- Identified and qualified accounts, positioning software, hardware and IT solutions within a variety of accounts throughout 8-10 states, making 50-75 cold calls per day
- Successfully won numerous contracts developing, solidifying and optimizing business, promoting solution selling with a consultative approach, closing an average of \$1K-\$5K per order with largest order topping \$120K
- Continually grew accounts with blended attainment quarter-over-quarter, turning prospects into active accounts
- Provided superior customer service while cultivating new leads within each account as well as cross-functionally, negotiating and securing contracts, which dramatically enhanced the bottom line

Texas Institution for the Blind and Handicapped; Austin, Texas

2015

**SALES AND CUSTOMER SERVICE SPECIALIST**

- Provided an unprecedented service experience by engaging State of Texas Agency customers with a focus on service and quality
- Established the atmosphere and energy of the specialty store; maintained systems and oversaw inventory logistics
- Multi-tasked during heavy traffic periods, providing customers with a quick/efficient checkout
- Highlighted inventory and leveraged store event opportunities through powerful merchandising, taking advantage of traffic

LCRA (Lower Colorado River Authority); Austin, Texas

2014

**PROJECT COORDINATOR**

- Appointed as first point of contact between LCRA and the Hyatt Regency facilitating educational safety, outdoor event training
- Provided excellent customer service and developed relationships with repeat customers

**EDUCATION:**    **B.S. in Communication Studies**, Texas Christian University; Ft Worth, TX,  
Minor in Energy & Technology Management • TCU Energy Club • Phi Delta Theta

**2014**

**VOLUNTEER:**    Austin Rodeo and Livestock Show, 2012-Present