

**Jonathan Moritz**

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**SUMMARY** - Experienced Account Executive with a strong technical background in engineering and biochemistry, boasting a decade of experience in sales roles from retail to B2B, to enterprise sales. Known for introducing innovative prospecting and outreach strategies, with a record of exceptional accomplishments. Seeking to advance into enterprise sales and leadership roles.

## **EXPERIENCE**

### **DEEPDYVE - SaaS Account Executive / Sales Consultant (Jul 2022 - Present)**

- Introduced new prospecting & outreach strategies, conducted virtual demos and closed deals.
- Deal sizes range from \$3k to \$30k+ - SMB, MM, some enterprise/small enterprise clients; experienced managing multiple stakeholders and maintaining engagement over long cycles
- Achieved most deals closed in 2023; managed sales cycles ranging from 2 weeks to 6 months.
- Led a team of 3 SDRs, setting appointments across every industry, managing 500+ active leads
- Set half of own leads via prospecting efforts, contributing to some of the top 5 largest deals in company history.

### **TAC INSIGHT - Technical Inside Sales - SaaS Sales (Mar 2021 - Dec 2021)**

- Gained proficiency in complex software and technology specific to the construction materials industry.
- Orchestrated outbound sales campaigns to territories across the US, increasing the effectiveness of the sales team.
- Brought potential customers to the negotiating table with a market cap of \$200M

### **LIGHT BULB DEPOT - National Account Executive (Jan 2019 - Dec 2020)**

- Promoted to a National Account Executive within 6 months; managed a \$1M/year quota.
- Specialized in the commercial & industrial lighting industry, utilizing a consultative sales approach.

### **WEST CORPORATION - BDR and Account Executive (Jul 2017 - Dec 2018)**

- Exceeded yearly quota by >5% in an industry facing unprecedented attrition.
- Sold over \$100k of printing equipment, including high-end photo printing equipment.
- Awarded employee of the month one month after transitioning from Iron Mountain to Fujifilm business unit.

### **Junior Roles, Various Companies (2010 - 2017)**

- Progressed through sales roles at Best Buy to the Geek Squad, receiving numerous accolades.
- Assisted in the development of educational products and industrial systems at EChem Nanowires, Verso Corporation, and Greenheck.
- Designed a \$250k plasma fusion reactor diagnostic at Pegasus Toroidal Experiment.

## **EDUCATION**

**University of Wisconsin-Stevens Point** – Bachelor of Science (B.S.) – Biochemistry – 3.5 GPA - 2015

Founded local chapter of Collegiate Entrepreneur's Organization. Engaged in nanotechnology research.