

# Jessica Hollinger

*Growth and comfort do not coexist.*  
- Ginny Rometty



Dynamic and results-driven professional with extensive experience in sales, customer success, and strategic partnerships, actively seeking opportunities within these domains or in leadership roles. I bring a proven track record of driving revenue growth, building strong client relationships, and exceeding sales targets through strategic planning and execution. Skilled in identifying new business opportunities, developing effective go-to-market strategies, and leading cross-functional teams to enhance customer satisfaction and achieve business goals. My leadership is marked by the ability to motivate, inspire innovation, and foster a collaborative environment. Committed to leveraging my skills in a role that demands strategic foresight, innovative problem-solving, and a customer-centric approach to drive exceptional results.

## Relevant Skills

- Collegiate Golfer, 6 handicap
- Strategic planning
- Coaching
- Public Speaking
- Stakeholder Management
- Project Management
- Outbound Sales & Account Management
- Client Facing Experience
- Strategic Partner Development
- Negotiation

## Work Experience

### Acsense

#### Head of Sales, US & EMEA / Go-To-Market Consultant

July 2021 to November 2023 (2 years 5 months)

- Single handedly grew the U.S. sales pipeline from \$0 to \$3 million in qualified deals, including multiple Fortune 20 enterprises
- Strategically recruited and onboarded key channel partners, enhancing market reach and partnership value
- Spearheaded the alignment of the founding team's vision, driving the creation and evolution of the Sales Go-To-Market (GTM) strategy for enhanced market penetration

### AgencyRoot

#### Sales Consultant, Sales Development

June 2021 to June 2022 (1 year)

- Crafted and implemented a comprehensive prospecting strategy, identifying and targeting the Ideal Customer Profile through multi-channel outreach, significantly boosting lead generation and engagement rates

### MobileIron

#### Country Manager, Israel & South Africa

January 2020 to January 2021 (1 year)

- Achieved a landmark sale of \$100,000, the largest in territory history
- Enhanced regional market share and client satisfaction, maintaining a 90% renewal rate amidst a global pandemic.
- Demonstrated exceptional adaptability and cultural intelligence by quickly assimilating into diverse business environments in Israel and South Africa, fostering strong local partnerships and tailoring sales strategies to meet regional needs.

### Senior Sales Account Executive

February 2017 to December 2019 (2 years, 10 months)

- Drove significant growth in channel-generated deals by 5x through partner enablement, collaboration, and process improvements
- Maintained a 90% renewal rate of 150+ customer accounts
- Consistently over-exceeded quota

### Enterprise Sales Development

June 2016 - February 2017 (9 months)

- Consistently over-exceeded quota of 12 meetings a month through cold-outbound, supporting 5 Enterprise Account Executives and built a multi-million dollar pipeline

## Education History

### Steinbeis University, School of Management & Innovation

#### Diploma of Advanced Studies

Year of Graduation: 2023

- Corporate Responsibility Management

### Purdue University

#### Bachelor of Science in Organizational Leadership, Certificate in Entrepreneurship

Year of Graduation: 2016

- Women's Golf Team Member, 2 years
- BigTen Champion x 1
- Athlete of the week x 2
- Athlete Honor roll x 2
- Founding Class of Epsilon Nu Tau Entrepreneurship Fraternity
- President of Epsilon Nu Tau Entrepreneurship Fraternity
- Student representative for Lafayette Chamber of Commerce's Quality of Life Council

## Contact Info

### LinkedIn:

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## Top 10 CliftonStrengths

1. MAXIMIZER
2. STRATEGIC
3. FUTURISTIC
4. COMPETITION
5. SELF-ASSURANCE
6. ACHIEVER
7. COMMAND
8. ACTIVATOR
9. IDEATION
10. WOO

## Volunteer Work, Awards, & Affiliations

### Female Ventures

#### Partnerships Coordinator, Utrecht

2021 to Present

I develop and manage relations with local businesses and incubators for FV Utrecht events/programs

### D2 Collective

#### Member

### MobileIron

#### Achievers Club

2021, 2023

Awarded for over-exceeding quota

### MobileIron

#### Sales Team of the Year

2022

Awarded for being the highest-performing team

## Certifications

- Product-led Growth
- MEDDICC Sales Methodology

