

# ERIC MENATTI

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## **Professional Experience**

George Washington University

08/2020 – Present

### **Student – Full-Stack Development Program**

- Major languages learned include HTML, CSS, JavaScript and jQuery.
- Consuming REST APIs
- MySQL and MongoDB
- Server-side deployment with Node.js, Express and MERN Stack
- QA testing and debugging
- Collaboration with a team of other students to complete multi-week projects to be deployed on Github

InGo, LLC. Tysons, VA

08/2018 – 7/2020

### **Director of Strategic Growth**

- Drove over 1MM\$ in new business and Expansion for major accounts through emails, calls, and meetings.
- Represented company at industry events such as EXPO! EXPO! to network, generate new business, and find beneficial partnerships.
- Set 10+ online and in-person meetings every week with existing and potential customers for upsell and new business opportunity.
- Guest speaker at D.C Chapter IAEE on “How to Energize the Attendee Experience – A Tech Perspective”

Software AG Government Solutions, Herndon, VA

03/2017 – 06/2018

### **Sales Development Representative**

- 30-60 daily calls to potential customers to set meetings for Account Executives.
- First point of contact for incoming and marketing leads to qualify further and determine needs.
- Created targeted marketing campaigns for Account Executives including researching agencies, list generation, email and call cadences, product discussions, and online/in-person demonstrations.

Metricly, Reston, VA

11/2016 – 03/2017

### **Inside Sales Specialist**

- Full cycle B2B SaaS sales. Provided a full-stack, infrastructure monitoring tool designed for Amazon Web Services users.
- 5+ demonstrations and sales meetings per week for director and c-level customers.
- Consistently met sourcing objectives for finding 10+ new leads a week.
- Demand generation through 30-50 daily calls to book demos trial activations

Frontpoint Security, Vienna, VA.

03/2016 – 11/2016

### **Security Consultant**

- Full cycle sales for the outbound calling team.
- Consistently achieve over 125% of quota each month.
- Consistently in the top 10% of close rates for the sales floor (over 150 consultants), with an average of over 30% for each month (highest average 38%).
- Asked to hold a mentorship position to work with newer consultants and help them improve phone skills.

MBO Partners, Herndon, VA.

07/2015 – 01/2016

**Business Manager**

- Simultaneously provide multi-level support to over 150 Booz Allen Hamilton independent contractors and their project managers.
- Engage with Independent contractors daily, with tasks ranging from educating them on MBO's proprietary system to answering questions about their payroll, 401(k), and taxes.
- Functioned as a liaison between Booz Allen Hamilton project managers and their independent workforce.
- Experience as single point of contact for all time/expense entry, invoicing, modification requests, payroll, and human resources issues.

Carahsoft Technology Corp., Reston, VA

02/2014 – 06/2015

**Account Manager**

- Collaborated with Adobe executives to drive sales and create demand in state and local government agencies within WA, OR, MT, AK, ID, and parts of CA, generating an average of \$100k in revenue per month.
- Generated hundreds of webinar registrations for Adobe online marketing events to qualify and uncover leads.
- Aided over 75 government organizations in transitioning from Adobe's perpetual licensing model to their cloud subscription licensing model.
- Functioned as a liaison and coordinator between Adobe, resellers, and their government customers, providing insight into the entire sales vertical.

**Education**

Clemson University, Clemson, SC.

08/2009 - 05/2013

**Bachelor of Science, Management Information Systems**

**Links:**

**LinkedIn:** <https://www.linkedin.com/in/eric-menatti-74130679/>

**GitHub:** <https://github.com/eamenatt>