

Professional Experience

Senior Account Manager

Accelerate Software, Miami, FL | February 2017 - Present

- Oversee 35+ enterprise customer accounts generating over \$20M+ in yearly revenue, build strategic partnerships with Fortune 500 clients, and lead initiatives to drive business development efforts and accelerate account growth
- **Lead sales meetings with C-level executives to close new business**
- Serve as the point of contact for client accounts and identify value-added services to drive customer success, which has improved account growth by 25% on average
- Lead a team of 10+ Account Executives, provide training and mentorship on sales best practices, and deliver support throughout the sales cycle

Sales Account Executive

Celeste Inc., Miami, FL | June 2013- February 2017

- Managed 20+ client accounts generating \$150K to J800K in annual revenue
- Attended high-level sales meetings, educated prospects on technology products, and recommended customer solutions based on client business needs
- Drove business development activities, qualified leads, identified potential prospects, and developed new strategies to enhance sales performance
- Collaborated with cross-functional teams and the Marketing Department to enhance product visibility and drive revenue across emerging markets

Education

Bachelor of Science (B.S.) Marketing

University of Florida, Gainesville, FL | September 2011 - June 2013

Certifications

- ♦ Certified Professional Sales Leader (CPSL), NASP, 2017
- ♦ Salesforce Certification, Salesforce.com, 2015
- ♦ Certified Sales Development Representative, AA-ISP, 2013

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A Sales Executive with 10+ years of professional experience building multi-million-dollar customer pipelines and driving growth for enterprise accounts. Adept at collaborating with C-level executives and cross-functional teams to develop sales strategies and drive penetration across market verticals.

Key Skills

- Account Management
- Consultative Selling
- **Strategic Selling**
- Cross-functional Collaboration
- Sales Management