
Gerry Paul

12124 Pawleys Mill Circle
Raleigh, NC 27614
(919) 345-2918
gpaul12@nc.rr.com

SKILLS

Solution Selling – Account Management – Salesforce.com – Sales – Sales Processes – Direct Sales – Channel Partners – Cold Calling – SaaS

Experience

Druva, Raleigh NC – *Corporate Account Executive*

Apr 2022 – Jan 2023

- Developing book of business and managing pipeline, while growing acquired accounts by developing deep relationships with customer and providing value-added backup solutions
- Prospecting potential customers through outbound calling
- Understanding and articulating to customers the values of various solutions versus Druva's mature cloud native backup solution, as well as generating TCO and ROI reports for CFOs, CIOs, and IT Directors to overcome budgetary restrictions
- Building relationships with top tier partners like Dell, CDW, and SHI to better provide quality solutions and services to customers

Egnyte, Raleigh NC – *Commercial Account Executive*

Sept 2017 – Apr 2022

- Worked full-cycle deals from discovery to close.
- Researched and targeted new SaaS companies using prospecting tools.
- Helping businesses to remove content sprawl by consolidating on-premise and cloud repositories into a single platform
- Enabling businesses identify, retain, and comply their secure content using state of the art AI and ML to scan and classify their content
- Built and managed a geo account territory plan.
- Demonstrated the Egnyte platform to new prospective customers.
- Navigated a customer through a 15-30 day free trial and proof of concept.
- Negotiated contracts
- Recorded and documented all sales activities in Salesforce.
- Utilized all sales tech tools.
 - Salesforce
 - ZoomInfo
 - OutReach

-
- 6Sense
 - BoostUp
 - Managed full sales cycle using MEDDPIC sales methodology

Egnyte, Raleigh NC - *Commercial Sales Manager*

July 2019 – April 2021

- Led and continued to develop a Commercial sales team.
- Built training and management systems to support good salespeople becoming great in their current role while preparing them for their next role
- Implemented metrics to measure their success and identify areas for improvement
- Designed business process to increase sales performance and improve operational efficiency
- Strong experience with high growth, SaaS companies
- Expertise designing and implementing:
 - MEDDPIC Sales Methodology
 - New hire onboarding/training
 - On-going sales training
 - Business process designed to improve efficiency
 - Systems/tools to drive improved sales rep productivity
 - Metrics
- Strong experience with SalesForce.com
- Ability to work effectively across multiple business units including Marketing, Finance and Product Management

Egnyte, Raleigh NC – *Commercial Account Executive*

September 2017 - June 2019

- Developed sales plans to effectively and efficiently the accounts within an assigned territory.
- Proactively prospected, identified, qualified and developed a robust sales pipeline with minimal supervision.
- Met and exceeded monthly, quarterly and annual sales goals.
 - 2019 95% to quota
 - 2018 – 105% to quota

iFax Solutions, Norristown, PA (Remote) - *Account Executive*

March 2009 - September 2017

- Hit monthly targets selling VOIP Hardware
- Developed and cultivated MSP relationships to further grow revenue long term

Bandwidth.com, Cary NC - *Account Executive*

August 2008 - February 2009

-
- Hit monthly targets selling SIP Trunks and Bandwidth to Commercial industries

Verizon Wireless, Raleigh NC - *Retail Sales Representative*

April 2005 - July 2008

- Hit monthly targets selling Cell Phone and Service Subscriptions
- Promoted to Senior Sales Representative after continued quota achievement and leadership potentials

EMC, Raleigh NC - *Field Service Engineer*

September 1996 - October 2004

Education

Salem State University, Salem MA - *Criminal Justice Major*

September 1994 - May 1996