



Ian Alexander

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EXPERIENCE

IBM | WATSON CLOUD PLATFORM – ACCOUNT EXECUTIVE | 2017 – PRESENT

- Demonstrated laser focus on business outcomes & drove aggressive revenue growth exceeding sales quotas every quarter by creating a 6.2M ACV pipeline within 12 months.
- Delivered tangible solutions to customers with SaaS based products in Agriculture, Financial, Energy, & Utilities industries through lead sourcing, cold-calling, & outbound marketing.
- Increased sales by 50% & transformed a stagnant territory into hub of business & revenue & managed & upsold existing accounts responsible for \$10MM in recurring revenue.
- P-Tech Mentor: IBM program designed to connect business leaders with high school students for direct entry skills program & professional education.

IBM – ACCOUNT REPRESENTATIVE | 2016 – 2017

- Drove revenue growth & helped customers reach their business goals increasing new business growth by 40%.
- Increased sales by converting & upselling 200 accounts from a legacy hardware product to a web-based solution.
- Demonstrated track record of success generating new customer business, built a strategic pipeline with outbound marketing.

AUTONOMAE – ACCOUNT EXECUTIVE | 2015 - 2016

- Demonstrated record of success managing strategic sales goals & client relationship management in healthcare industries & government.
- Assisted in the design of web & mobile apps that allowed clients to access patented information on-demand.
- Contributed to methods & procedures critical to company projects & designs.

BENCHMARK CIDER CO. – CO-FOUNDER & ACCOUNT MANAGER | 2014 – 2015

- Successfully managed sales pipelines, cider production & company development, strategic accounts, & business plans.

EDUCATION

B.A. ANTHROPOLOGY • 2014

University of Virginia
Charlottesville, Virginia

Phi Beta Kappa

Deans List

KNOWLEDGE | SKILLS | ABILITIES

Strong Technical & Sales Background

• Strong Growth Mindset • Proven Ability to Lead • Sales Achiever • Digital Transformation Driver • Sales Challenger • Deal Orchestrator • Self-Disciplined • Works Well Under Pressure • French & Spanish Proficiency • Data Analysis • Business Analysis

TOOLS + TECHNOLOGIES

Data Software • Python • JavaScript
Google Applications • Microsoft Office Suite • Salesforce

ADDITIONAL EXPERIENCE

US COAST GUARD | Fireman & EMT | 2007 - 2010

- Conducted extensive search and rescue operations as a surface swimmer/boat-crew member.
- Certified Coast Guard EMT, boat crew member, and maritime law enforcement.