

John “Jack” M. Pardini

11500 San Vicente Blvd, Apt 525, Los Angeles CA 90049

Phone: (415) 250-3366 Email: jack.pardini@gmail.com

Work Experience

Insightly CRM

Account Executive 3 – Mid Market/Enterprise

May 2022 - present

- Run sales cycle from SDR pass to close, incl. discovery, demo, and contract negotiation
- Responsible for Outbound pipeline generation and opportunity close
- Conduct product demonstrations incl. detailed account builds based on understanding of customer use case and feedback
- Responsible for customer engagement and success, incl. subscription growth, upgrades, upsells, QBRs, executive summaries

Zendesk

Account Executive - Enterprise Corporate

January 2021 - May 2022

- Run sales cycle from XDR pass to close, incl. discovery, demo, and contract negotiation
- Work with and lead account team in strategy reviews for customer accounts and negotiations
- Achieved 125% of quota in FY21
- Tracking for 120% of quota in Q1
- Made team lead in September 2021: help train new team members and lead certain strategy meetings

Insightly CRM

Account Executive - SMB

December 2019 - December 2020

- Run sales cycle from SDR pass to close, incl. discovery, demo, and contract negotiation
- Achieved ramping quota the final 2 months of Q3 (first 2 months in role) as well as full quota in Q4, Q1, and Q3 (missed quota in Q2 due to medical leave)

Account Executive - VSB

June 2019 - November 2019

- Same role as SMB but with smaller deal sizes, achieved consistent quota attainment

Sales Development Representative - Inbound

August 2018 - June 2019

- Qualified and passed opportunities to the Account Executive team
- Achieved quota all 8 months as part of the Inbound team, stretch 1 goal 6 of the 8 months, and stretch 2 goal 4 of the 8 months
- Worked as a mentor as a part of the SDR Mentorship Program, helping prepare new SDRs

Sales Development Representative - Outbound

October 2017 - August 2018

- Helped build Insightly's first Outbound team, strategizing for immediate and long-term success. Created the process from scratch, built out talk tracks and email cadences, researched our ICP within the SMB and MM space, and trained new Outbound reps
- Qualified Outbound opportunities and was involved in Discovery, Demo, and closing
- Achieved quota in 8 of the 9 months in which quotas were set

Oracle Corporation

Business Development Consultant - Outbound

June 2016 - October 2017

- Worked with small to mid-size businesses, helping them implement ERP, HCM, and EPM Cloud solutions to best achieve their business goals

The Commonwealth Club of California

INFORUM & Programming Fellow

June 2014 - December 2014

- Assisted in defining and managing social media strategy; created and implemented social media content; worked with various departments to develop channels and employ improvements in public relations, marketing, and sales intending to enhance follower base

Education

University of California, Berkeley

August 2011 - May 2015

B.A., Political Science

3.5 cumulative GPA