

USMAN JANJUA, MBA

Account Executive | (571) 451-3101 | janjuamu1@gmail.com | Herndon, Virginia

SUMMARY

Results-driven Account Executive with 7+ years of strategic business development experience. Proven success in driving profitability and growth through the sale of diverse technology solutions. Skilled in needs assessments, product pitching, and end-to-end sales cycle management. Recognized for exceeding sales targets. AWS-certified Cloud Practitioner and Solutions Architect, showcasing expertise in cloud technologies.

EXPERIENCE

Account Executive | Predictive Index | Herndon, VA | April 2023 - April 2024 (Affected by re-org)

- Closed 12 new business opportunities within targeted verticals, generating \$350k in revenue.
- Implemented strategic prospecting initiatives, including targeted video & audio campaigns on LinkedIn, resulting in key account acquisitions and revenue growth.

Growth Business Account Executive | Salesforce | McLean, VA | May 2022 - April 2023

- Closed deals totaling \$470k, exceeding new logo quota by 1.
- Successfully retained a challenging customer considering switching to a competitor, securing contract renewal and upsell opportunities.

Enterprise Account Executive | Quantum Metric | Herndon, VA | December 2020 – May 2022

- Achieved 95% quota achievement, closing \$450k in FY21.
- Recipient of the Grinder Award for most outreach by an AE in FY21.

Regional Sales Manager | Synopsys | Herndon, VA | Jan 2017 - December 2020

- Achieved distinction as the first individual promoted directly from the inside sales organization to Regional Sales Manager.
- Closed record-setting \$400K deal in first quarter.

EDUCATION

Quantic School of Business and Technology, Master of Business Administration, Washington D.C. (Aug 2022 - Oct 2023)

James Madison University, Bachelor of Arts (BA) in Marketing, Harrisonburg, VA (Aug 2014 - Dec 2016)

CERTIFICATIONS

AWS Certified Cloud Practitioner (Issued March 2023)

AWS Certified Solutions Architect (Issued May 2023)

REFERENCES - AVAILABLE UPON REQUEST