**Andrew Barnett – Resume**

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SUMMARY

A dedicated SaaS expert, an energetic customer-focused specialist with over 20 years business experience in various industries. Looking to bring positivity to the workplace

* **Target-focused, Driven, Proven success in Sales & Account Management**
* **Management/Training & Enablement experience for all levels**
* **Process Building at Management level, leadership qualities, coaching, planning**
* **Proficiencies: SalesForce, Slack, Office, HubSpot, PM tools, Yesware, MS Suite**
* **Warm, enthusiastic and energetic, Open Minded and hungry to learn, coach and build**
* **English - Mother Tongue, Hebrew - Intermediate**

MAIN EXPERIENCE

**Sauce**

**Head of Sales & Account Management –** Tel Aviv, April 2021- 2022

Sauce is a Food-tech SaaS product - the most engaging way for restaurants to use social media and messaging to communicate directly with guests, collect data, grow online revenue and make the guest experience easy and fun.

* **Reported directly to CEO**
* **Built entire client-facing funnel**
* **Worked at Management level – collaborated with Marketing, Product & CS**
* **Hired team of 5 reps (Mixed SDR, AE & AM)**
* **Tripled monthly ARR**

**Monday.com**

**Director of Sales Training & Enablement EMEA & AIPAC -** Tel Aviv. 2017-2021

Monday.com is a project management and collaborative team platform.

Currently working in a Senior Trainer & Account Management role, combining full training and Enablement for all new and existing Sales team members & growing existing Mid-Market clients.

* **Closed New Business ARR of $650,000 in 2019**
* **Built Onboarding & Sales Program for new recruits**
* **Increased (reduced) onboarding/ramp-up time for sales people from 3 months to 1.5 months**
* **Strategizing and Reporting on Calls, Demos and Hiring Processes to VP’s**

**Cornerstone on Demand**

**Senior Sales Executive/SDR -** 2015-2017 (position made redundant)

Cornerstone is a NASDAQ listed company with corporate H/Q in Silicon Valley.

Key objectives in this role are to sell the companies Human Resource performance management solution to SMB-Mid-Market businesses across the EMEA region.

* **Average deal size of $15,000-$45,000 per annum**
* **Collaborating directly with marketing team to develop strategy of prospect new clients**
* **Attended Events to engage prospective clients face-to-face**

# FeedVisor

# Head of Global Sales - 2013-2015 (2 Years)

Primary role: As the first company employee to bring in new mid-market and enterprise clients to a promising start-up. In addition to this, building and developing a sales department from process to personnel. Directly reporting to CEO and senior management with sales forecasts and innovative ideas on product & strategy.

### Accomplishments

* **Acquiring over 200 new clients in first twelve months**
* **Growth of annual sales to over $500,000 in first year**
* **Overseeing creation and implementing the company’s sales platform**
* **Built high-quality sales team of 5 people**

# ClickTale

# Inside Sales Team Leader, North America – Aug 2011- Feb 2013

### Accomplishments

* **Perfected value proposition of SaaS software**
* **Hit individual sales target every month**
* **Divisional acquisition of $1,300,000 in booked sales in 1 year**
* **Built Sales Department of 9 Employees**

**Rikbar Limited**

**Director of Customer Growth & Business Development** - Glasgow, United Kingdom — November 1999-June 2011 (11 years, 7 months)

As part of a family-run business which supplied/distributed chemical and hygiene products to the hospitality trade in Scotland, my responsibilities included servicing/upgrading existing customers, cold-calling prospective clients and training staff on product usage.

### Accomplishments

* **Contributed to Increase in annual revenue by over 500%**
* **Brought in the biggest ever corporate group account in company’s history**
* **Increased marketing space and brought company into social media and digital era**
* **Built team of 4 Sales representatives, including replacement**

**PERSONAL PROJECTS & INTERESTS**

**Consultant and Sales Advisor, Clear Reports**

2014-2015 - Assisted a friend in launching his start-up

Youth Coaching

Fund Raising for Mental Health Awareness

EDUCATION - Higher Level: History & English

Advanced Education EdX: Globalization & Economics