

JOSH D'SOUZA

3660 Conifer Court ♦ Boulder, CO ♦ 80304
954.551.1299 ♦ J D S O U Z A 0 3 2 5 @ G M A I L . C O M

EDUCATION

Bachelor of Science in Business Administration
University of Florida - Gainesville, Florida
Major in Finance, Minor in Accounting

Aug. 2011 – May 2015

PROFESSIONAL EXPERIENCE

Splunk Sales Engineer
Boulder, CO

June 2018 - Present

- Manage the proof of concept process and implementation of the VictorOps product to assist prospective customers and Regional Sales Managers during the sales cycle
- Helped establish a repeatable and efficient security review and RFP process reducing time to completion from 3+ months to 10 business days
- Collaborate with Product Marketing to create training materials for the Sales team and larger Splunk organization
- Provide feedback from the field to the Product and Engineering teams helping to guide roadmap decisions
- Perform competitive discovery to better position our product in the market

VictorOps (acquired by Splunk) Account Executive
Boulder, CO

July 2016 - June 2018

- Promoted 3 times since start (Market Response Representative, SMB Account Executive, Regional Account Executive)
- Managed sales cycle to assist customers in their purchase decisions including technical product demonstrations, sales support, and account management
- Outreach, engagement, and relationship building with existing customers
- Regularly traveled to technology conferences and trade shows
- Collaborated with and learned from VP of Sales on new selling approaches and strategies

Ray Dass Test Preparation Instructor/High School Teacher
Ft. Lauderdale, FL

Sept. 2015 - May 2016

Grant Thornton Tax Accounting Intern
Ft. Lauderdale, FL

June 2015 - Aug. 2015

RELEVANT SKILLS

Python - Basic