

Stan Vora

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A Consultative Sales executive proficient in leading the end-to-end sales process while implementing data, lead management & sales development best practices. Over 5 years of driving value through strong solution based selling to Private Equity Firms, Investment Banks, Hedge Funds, Special Situation Investors, Law Firms and Fortune 200 & 500 firms.

- 2018 : Winner of Highest Annual Revenue from Net New Business (Team of 40 AE's)
- 2017 : Top 3 Performers for Securing Renewals (95%)
- 2016 : Achieved nearly 60% Uptick in Usage & Organic Traffic (Team of 55 CSR's)

Management Skills: *Manage Complex Sales Cycle, Forecasting, High Value Contract Negotiations, Client Engagement*

Sales Skills: *Pipeline & Enterprise Sales Cycle Management, Solution Based Sales, Heavy Prospecting & C Level Demonstrations*

Business Development Skills: *Lead Management, Relationship Management, Client Retention, Executive Presentations*

Technology Skills: *Salesforce.com, Microsoft Dynamics, Docusign, Pardot, Marketo, Hubspot, Sertifi, Zoominfo, Data.com & Conga*

Mergermarket *New York, NY*

Debtwire is a cloud based news and analytics platform that provides market moving intelligence within the fixed income universe.

Account Executive (Mar. 2016 – Present)

- Leveraged Debtwire's complex Intelligence & Analytics platform to drive adoption and enable 54% YoY Growth
- Formulated growth strategy, implemented lead generation tools to facilitate quota qualified consultations
- Achieved 112% of plan for 2018, 107% of plan for 2017 and have secured \$850k of net new business for 2019
- Engaging C-levels & Head of Purchasing to grasp Pain Points, Executive Readouts and draft Call to Action proposals
- Identifying New Sales/Cross Selling/Upselling Opps and articulate Value Proposition to key players in the FinTech, Insurance, Healthcare, Retail, Real Estate, Technology, Telecommunications, Energy & Oil & Gas market verticals

Senior Customer Relationship Manager (Apr. 2015 – Feb. 2016)

- Managed nearly 200 accounts including multinationals & Fortune 1000 companies including P.E. firms, Hedge Funds, Investment Banks
- Collaborated with Key Account Mgrs & BDR Teams to develop,optimize & execute strategies for growth & retention
- Established strategic high level relationships with key decision makers within all org levels of companies via VIP Webinars, Enterprise training sessions, workshops and feedback meetings

Customer Relationship Manager (Jan. 2014 – Mar. 2015)

- Generated positive feedback at a high level from existing book of business by conducting a high volume of product meetings (*120% of plan in 2014*) including onsite training and product renewal meetings
- Partnered with Sister Product sales team to enable cross selling and increased adoption among companies like Guggenheim Partners, Fried Frank, Greenberg Traurig, Freshfields, Baker Botts, Deloitte & HSBC among others
- Leveraged Salesforce to report Relationship Touchpoints, Monthly Usage & Net Promoter Score metrics

iCore Networks *New York, NY (Apr. 2012 – Dec. 2014)*

iCore Networks provides solutions for revitalizing communication systems ranging from VDI technologies to Thin Client solutions.

Account Executive

- Developed, negotiated and closed new business opportunities to drive iCore VDI functionality to multi-disciplinary teams within MidMarket and Big Business to clients, partners and key stakeholders
- Top 3 of the company's 30 account managers billing monthly at \$55,000
- Leveraged sales best-practices and lead the sales process from prospecting & qualification to closed contract

EDUCATION

Northeastern University, *Boston* : MS in Pharmaceutical Sciences (2006 – 2008)