**Leif McKinley**

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**Objective**

Obtain employment in an enterprise sales position with a growing company that allows me to apply my work ethic and experience towards professional growth and the success of the company. I am searching for a career not simply another job.

**Education**

**St. Lawrence University,** Canton, NY

­*Bachelor of Arts*, May 2011

*­Major/Minor:* Economics/Math

**Qualifications**

* Computer: Salesforce, Microsoft Office, G Suite, NetSuite, Highrise CRM, JIRRA, Zendesk
* Knowledge of SaaS industry (5 years of experience selling SaaS tools)
* Multi-year President’s Club winner (carrying +$1M quota)
* CHALLENGER and MEDDIC sales methods
* Partners I worked with include (but not limited to) Impact Networking, SumnerOne, and Synoptek

**Employment**

**CybelAngel,** Paris, France

*Enterprise Account Executive* July 2019 to February 2020

* Prospect and fully qualify fortune 500 companies (no specified territory)
* Sell and educate about a highly needed solution in a competitive cyber security industry
* Create and present exposure reports to justify evaluation
* Run month long custom demos presenting findings to enterprise C-level executives
* Manage sales process from lead to sale (including contracting process)
* Responsible for $850K of net new business on annual contracts
* Represented the company at industry events to increase gain market recognition and identify prospects

**Datto,** Norwalk, CT August 2012 to July 2019

*Channel Sales Executive*

* Fully support, enable, and sell (IT Hardware, Service, and SaaS) through 50 + MSP partners
* Manage book of business through Salesforce and internal resources
* Nurture 500K of monthly recurring business with responsibility of 11K net new MRR per month
* Help partners with needs analysis and sales processes
* Train partners’ sales and tech teams to enable solution sales/management to end-users
* Upsell and cross-sell within partner base
* Present to C-level executives, both to partners and their clients

**Northwestern Mutual Financial Network,** Westport, CT May 2011 to July 2012

*Associate Financial Representative, Financial Representative*

* Generated diverse lists of prospects to sell financial services to
* Gathered information based on prospects’ goals and financial planning
* Ran analyses showing gaps in insurance coverage or areas for additional planning
* Presented analyses to prospects and gave recommendations regarding insurance coverage

**Temporary Alternatives,** New York, NY Summer 2010

*Temporary Worker*

* Adapted to new and different working environments daily throughout the summer

**Wadhams Hill Carpentry,** Westport, NY Summers 2008, 2009

*Carpenter and General Partner*

* Worked on a team to complete home construction projects in a timely fashion
* Calculated costs to create and distribute estimates for clients
* Recorded hours of employees and collected receipts to generate bill statements for clients

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**High Peaks Carpentry,** Westport, NY Summer 2007, school vacations

*Laborer*

* Performed carpentry 40+ hours a week
* Provided quality and efficient home construction
* Enhanced building skills including framing, roofing, and finishing