

## **Mark L. Thompson**

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### **Professional Summary**

Experienced B2B/B2C software sales consultant with 6 years' experience in SaaS sales and cloud solutions. Adept at remote demo presentations, outbound calling, and managing full sales cycle to close.

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### **Core Competencies**

- SaaS/Cloud Product Sales
  - Remote Demo/Consultation
  - Phone & Email Prospecting
  - CRM & Pipeline Management
  - Upselling
  - Contract Negotiation
  - Target Achievement
  - Technical Product Training
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### **Professional Experience**

#### **Sales Consultant**

NextGen Solutions | Boston, MA | Jan 2019 – Present

- Closed \$1.2M+ in new software contracts annually
- Averaged 28% conversion from demo to close
- Managed full pipeline via HubSpot CRM

#### **Account Executive**

CloudPrime | Cambridge, MA | Jun 2017 – Dec 2018

- Led outbound phone campaigns for new customer acquisition
  - Supported post-sale onboarding for enterprise clients
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## **Education**

B.S. Computer Science, Northeastern University

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## **Technical Skills**

HubSpot | Salesforce | MS Office

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## **Languages**

English (native)