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GIONATHAN VARGAS

SaaS Account Executive

PROFESSIONAL SUMMARY

Results driven SaaS Account Executive with 3+ years of experience managing full sales cycles and exceeding quotas. Skilled in delivering tailored technical demos, conducting in depth discovery, and partnering with product and engineering teams to align solutions with client needs. Proficient in CRM platforms with a solid foundation in web technologies and API concepts. Proven success selling to SMBs and multi location businesses by identifying needs, designing scalable solutions, and ensuring seamless implementation. Blends consultative expertise with technical skills to deliver value driven software solutions.

EMPLOYMENT HISTORY

ACCOUNT EXECUTIVE

Mas9

May 2024 - Present

New York City

- ◆ Own full sales cycle for B2B SaaS platform serving martial arts schools: prospecting, qualifying, conducting discovery, delivering demos, and closing
- ◆ Delivered 12–15 tailored technical product demos per week via Zoom and in person, consistently converting 3–5 new clients per month
- ◆ Showcased CRM integrations, workflow automation, and analytics features in demos to address specific client requirements
- ◆ Configured and customized demo environments using developer provided insights to ensure technical accuracy and alignment with client workflows and needs
- ◆ Collaborated with Product Manager to relay customer feedback, inform feature prioritization, and contribute to UI/UX improvements
- ◆ Documented and analyzed recurring client issues to support sprint planning, product updates, and customer success strategies
- ◆ Positioned MAS9 competitively by articulating key differentiators and solution value versus market alternatives

ACCOUNT EXECUTIVE

Debt Consultants Group

Jun 2022 - May 2024

New York City

- ◆ Managed full sales cycle for financial relief services, including cold outreach, discovery, consultative selling, and closing
- ◆ Advised small business owners on strategies to restructure and settle high interest merchant cash advance debt
- ◆ Consistently exceeded monthly sales targets, enrolling \$250K+ in MCA debt relief solutions
- ◆ Conducted in depth financial needs analysis using merchant statements, payback terms, and cash flow assessments
- ◆ Collaborated with underwriting team to ensure fast deal qualification and efficient onboarding
- ◆ Built and maintained a detailed sales pipeline using Sales force and Google calendar, ensuring follow up consistency and forecasting accuracy
- ◆ Cultivated long term client relationships that led to repeat business, referrals, and high customer satisfaction

EDUCATION

CERTIFICATE IN FULL STACK WEB DEVELOPMENT

Columbia University Coding Bootcamp

Mar 2023 - Mar 2024

New York City

- ◆ Completed intensive, hands on training in front end and back end development using HTML, CSS, JavaScript, React.js, Node.js, and MongoDB
- ◆ Built and deployed collaborative full stack web applications with RESTful APIs and real time data functionality
- ◆ Participated in Agile based team projects with version control (Git) and issue tracking
- ◆ Delivered technical demonstrations and walkthroughs to peers and instructors, showcasing user experience and functionality
- ◆ Gained foundational understanding of application architecture, API integration, and debugging processes, strengthening ability to communicate effectively with developers and technical teams

BACHELOR OF SCIENCE (B.S.) IN KINESIOLOGY
University of Toronto

Sep 2016 - Jun 2020
Toronto, Ontario

- ◆ Specialized in Human Movement Sciences, Exercise Physiology, and Health & Rehabilitation
- ◆ Capstone Project: Biomechanics and Injury Prevention Strategies in Contact Sports
- ◆ Member, Kinesiology Student Association organized academic and wellness events for peers
- ◆ Volunteer, Health and Wellness Outreach Programs promoted community fitness and injury prevention
- ◆ Peer Tutor for Anatomy & Physiology, supported underclassmen through structured tutoring and review sessions
- ◆ Completed lab based training in human anatomy, exercise testing, and rehabilitation programming

CERTIFICATIONS

Postman API Fundamentals Badge

Google IT Support Professional Certificate (In Progress)

AWS Certified Cloud Practitioner (Target Completion: Q4 2025)

Salesforce Sales Representative Certification

HubSpot Sales Software Certification

SKILLS

SALES SKILLS:

Consultative Selling, Full Sales Cycle Management, Cold Calling & Lead Generation, Pipeline Development & Forecasting, Client Relationship Management, Business Development, Revenue Growth

TECHNICAL SKILLS:

Salesforce, HubSpot, Excel, ZoomInfo, Slack, Trello, HTML/CSS, JavaScript, React, MongoDB, Node.js, APIs

LINKS

Personal Portfolio: www.builtbynathan.dev, LinkedIn: www.linkedin.com, GitHub: github.com.