**Jesse Willard Boyd V**

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**Overview**

Meticulous Account executive who undertakes complex assignments is quota driven and meets tight deadlines while delivering superior performance. Possesses practical knowledge of executive sales process and B2B C-level sales negotiation. Applies strong pipeline management and analytical skills toward closing complex deals. Operates with a strong sense of urgency and thrives in a fast paced setting. **Core competencies include:**

**.Salesforce .Microsoft suite (Word, Excel, Access, PowerPoint) .Forecasting . Pipeline management .Negotiation .Sales .CRM data entry .Cold calling .Strategic planning .Client Relations .Project Management `**

**Work experience**

**Navex Global (2015- current)**

Account Executive

* B2B sales with fortune 500+ companies
* Completed complex SAAS agreements
* Monthly forecasting
* Pipeline Management
* Software demo presentations
* Cross selling
* Sales with C-level executives

**RealtimeBoard (2013- 2015)**

Lead US Account Executive (SAAS startup)

* Implemented sales process from Russia to the US
* Created pipeline for enterprise sales with C-Level executives from fortune 500 + companies
* Exceeded all goals and expectations
* Cold calling

**PandaDoc Software C.O (2012-2013)**

Business Account Executive (SAAS startup)

* Closed deals with C-Level executives and companies such as The PGA Tour, Dale Carnegie and Tata Steel
* Established a process for generating leads with a 9% cold e-mail response rate
* Created inbound leads, opportunities and gave demos to C-Level executives
* Scheduled demos and presented demos to C-Level executives of large companies
* Adapted quickly to start-up environment with constant changes

**Conway Ford (2011- 2012)**

Internet Sales Manager

* Generated leads from online sources
* Developed new processes that raised internet sales by 40%
* Top salesperson 8 months out of the year
* Developed internet sales program

**Candy Barrel C.O (LLC) (2009-2012)**

Owner / Operator

* Established a successful business while in college
* Partnered with Coca-Cola and secured a 2-year contract with Missouri Valley College and Powerhouse Ministries
* Sold the business for a 33% profit at graduation

**Education**

**Missouri Valley College**

Bachelor of Science - Business: Marketing focus

Minor: Military science.

**References: upon request**