

Matt H. Faile

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EDUCATION: University of Wisconsin-Stevens Point, Stevens Point, WI
Bachelor of Arts Degree, December 2008
Major in English
Minor in Technical Writing

Senior Account Executive, Infosoft Group

Bloomington, MN

2019 - Present

- Prospect new accounts for outbound dialing campaigns
- Book meetings with decision makers or influencers to highlight product functionality
- Reach daily activity metrics through structured efforts (i.e. cold calling, emails, LinkedIn)
- Lead WebEx presentations to outline diversity and inclusion recruitment solutions

Account Manager, Trustwave Holdings

Eden Prairie, MN

2016 - 2019

- Create quotes for clients based on service recommendations
- Outbound to hospitality clients and lead sales initiatives throughout the year that focus on customer retention and revenue growth
- Assist clients with transfer of ownership deals, technical support assistance, billing questions, new store openings and general PCI compliance support involving firewalls
- Consult with operators and decision makers on best practices for network infrastructure/services
- Drive logistics between multiple departments to deliver orders in a timely manner

Sales Executive/Client Management, Fidelity Information Services

Woodbury, MN 2015

2015 - 2016

- Facilitate negotiation/closing of regulatory products to directors operating banks and institutions
- Deliver winning contract bids through negotiation of terms/services with board of directors
- Lead WebEx presentations to showcase software functionality
- Educate clients on product functionality while providing over-the-phone and e-mail support
- Work independently and structure daily routines to maximize time

SKILLS AND ACHIEVEMENTS:

Full Web Stack Development Certificate – In Progress @ UMN

President Club 2017 – *Trustwave Holdings*