

# Miguel Mejares

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## Objective

An enterprise technology sales professional possessing a strong sales performance history. A top performer able to cultivate great client relationships and build champions. Possesses excellent communication skills to negotiate and close large contracts. Leans on his knack to effectively build quality pipeline by having the right conversations with the right people. Highly independent and self-driven toward accomplishing goals. Looking to work for great leaders with a company that has disruptive technology that solves big problems.

## Education

**San Diego State University**- San Diego, CA

Bachelor of Science, Business Administration , Marketing- IMC

May 2011

GPA : 3.66, **Cum laude honors**

Dean's List (Fall 2007, 2008, 2010 Spring 2008 & 2009)

## Professional Experience:

Forter – Austin, TX

January 2019 – February 2020

### ***Enterprise Sales Director – FinTech***

- Closed \$250k in net new business selling a brand-new product
- Generated \$3M + in net new pipeline. Half of which was in a brand new vertical (Gaming).
- Worked and negotiated directly with the C-Suite in all my deals

GameSalad – Austin, TX

March 2018 – January 2019

### ***District Partnership Director - EdTech***

- Closed biggest deal in company history - \$125,000 ARR contract (Company 2017 Revenue was ~\$500,000)
- Responsible for meeting with high level District Decision Makers and Board Members throughout Texas
- Prospected and qualified opportunities resulting in \$800k of new pipeline in FY18

Signifyd – Austin, TX

August 2016 – January 2018

### ***Enterprise Account Executive – FinTech***

- #1 Rep in new business. Closed \$1.2M ARR against a \$864k quota. Actual realized ARR was \$1.56M
- Found, progressed and closed multiple 6 figure contracts with C-level executives
- Promoted to the Enterprise team after 5 months to handle larger Accounts

Oracle & Oracle Consulting Partner : Buzzclan – Austin, TX

March 2013 – August 2016

### ***Sr. Account Manager***

- FY2015 – Club Achiever (top 3% sales org) - Closed ~ 1.55M on a \$900k quota. in a 90% greenfield territory.
- Fiscal Year 2014 – Closed ~ 1.5M on a \$1M quota. 150% of budget
- Q2 MVP FY15 - 294% of quarterly budget
- Prospected and qualified opportunities resulting in ~\$1 million in new pipeline each quarter

Alepo – Austin, TX

September 2011 – March 2013

### ***Account Representative – Telecom Software Sales***

- Prospected and qualified opportunities for sales team
- Created targeted presentations/demos specific to prospect requirements
- Used the Salesforce.com platform daily to organize sales data and produce analytical reports/dashboards

## Designations and Skills

- Recognized by Congressman Bob Filner for my work in the San Diego Community
- Oracle Club Excellence Achiever FY15
- UT Austin – Coding Bootcamp – Full Stack Web programming