

Nicholas Joseph Cirigliano

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Education

William & Mary, Master of Science in Business Analytics, Expected August 2023

- Skills include querying relational databases using SQL, managing data using services such as Hadoop, Amazon Web Services and NoSQL, utilizing basic methodologies including regression, logistic regression, time-series analysis, Bayesian methods, etc. and analyzing/writing computer programs in Python and R

James Madison University, Bachelor of Science in Sport and Recreational Management, **Minor in Business**, Harrisonburg, VA (2018); Phi Gamma Delta Fraternity

Texas Skills Development Fund, Completed courses: AWS Certified Solution Architect, Cloud Architecture Overview, Cyber Security Engineering (2021)

- A partnership between IBM and Austin Community College that provides premier job-training to develop skills in Cloud Computing, Security, IoT and Microservices. Classes included practice from Qwiklabs for hands-on experience with the AWS Management Console

Experience

IBM, Dallas, TX

Subscription and Annuity Sales, U.S. Public West - Select Accounts 06/2022 - Present

- Promoted to cover mid level market accounts (~ \$5M) which include additional contracting options such as enterprise license agreements (ELA's)

Client Renewal Advocate, Cloud and Cognitive Solutions, Volume Accounts 07/2021 - 06/2022

- Exceeded all targets for Q3 2021 including revenue attainment (114%), September fast start (107%), reinstatement and opportunity identification (379%) and annual contract value renewed (110%). Improved upon these same objectives in Q4 as follows; revenue attainment (116%), January fast start (113%), reinstatement and opportunity identification (456%) and annual contract value renewed (111%)
- Selected by manager to lead training session on new IBM sales process for 10 employees
- Selected by regional manager to be a mentor for new sales hires

Client Renewal Advocate, Cloud and Cognitive Solutions, Autorenewal Accounts 10/2020 - 06/2021

- Responsible for customer retention and up-sell of 700+ accounts in the Communications Market while still prospecting and identifying new opportunities
- Closed 580K (155%) of reinstatement revenue and 361K (289%) of net new revenue as a team in Q4 2020. Achieved an annual contract value renewal rate of 88% while closing \$1,055,000 (176%) of new business and 334K (167%) of reinstatement revenue as a team for 1H 2021

Digital Sales Specialist, Summit Trainee 03/2020 - 09/2020

- Graduated from Global Sales School, a highly competitive and experiential six-month training program that provides new IBM sellers with the skills and expertise to solve client business problems
- Recognized as a "Champion Learner" for being in the top 3% of all learners at IBM by completing 438 hours of education

Carahsoft, Reston, VA

Government Account Manager, Adobe Team 05/2019 - 01/2020

- Responsible for customer retention and up-sell of Adobe Digital Experience products in the western U.S.
- Generated leads, qualified opportunities and forecasted pipeline for government agencies averaging 700K per month

Certifications & Skills

AWS Certifications: Certified Cloud Practitioner

IBM Certifications: Agile Explorer, Blockchain Essentials, Build Your Own Chatbot - Level 1, Certified Cloud Practitioner, Cloud Essentials, Demo2Win Certified, Enterprise Design Thinking Practitioner, Garage Essentials, Global Sales School, Python for Data Science

Technical Skills: AWS, Microsoft Suite, MySQL, Tableau

Programming Languages: CSS, HTML, Python, R, SQL