Nicholas Joseph Cirigliano

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Education

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

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)

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

Carahsoft, Reston, VA
Government Account Manager, Adobe Team   *05/2019 - 01/2020*
- Generated leads, qualified opportunities and forecasted pipeline for government agencies averaging 700K per month

Projects

nicholascirigliano.com
- Personal portfolio web application built on Django framework and hosted on Railway with Python, HTML & CSS

nicholascirigliano.github.io/
- Github website displaying projects I have completed covering topics including machine learning and time series analysis

Certifications

AWS: Certified Cloud Practitioner

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

Skills

Technical Skills: AWS**,** Microsoft Suite, MySQL, Tableau, Github

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

Tools, Platforms, & Frameworks: Django, Git, Bootstrap, Heroku, Railway