

# Nate Svoboda

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## EDUCATION

### University of Michigan

Ann Arbor, MI

*Bachelor of Arts in Psychology*

September 2015 – May 2019

- Emphasis: Industrial and Organizational Psychology, Social Psychology

*Ross School of Business, Cappel Sales Track*

- Relevant Coursework: Sales Management, Consumer Behavior, Marketing Management

## WORK EXPERIENCE

### Amber Engine

Detroit, MI (Remote)

*Senior Market Development Manager*

February 2021 – Present

- Responsible for cultivating and managing full-cycle sales opportunities for new client business across all verticals in North America and Canada, while also directly mentoring BDR team members to improve their rate of outreach responses and meeting acceptances.
- Led the negotiations and scoping of a \$150,000+ strategy consulting partnership for the Amber Engine Executive Team.
- Aided the Marketing team in building collateral (videos, webinars, documents, etc.) for all social channels.
- Conducted technology reviews for 4+ SaaS solutions for Amber Engine's Sales and Marketing teams.
- Host of the podcast, "E-Commerce with Coffee," conducting regular interviews with digital commerce thought-leaders. Grew unique weekly listener count from zero to 50+ in the first 5 months.

### Gartner, Inc

Fort Myers, FL

*Account Manager, Midsize Enterprise*

August 2019 – January 2021

- Awarded 2020 President's Club in first year at Gartner by achieving 123% of quota while also retaining 100% of client business (\$450,000+ in contract value).
- 2<sup>nd</sup> place out of 200+ Account Managers for Q2 region competition. Awarded "Region MVP" for activities related to account engagement and growth, as well as positively influencing peers.
- Provided in-depth support to C-Level clients and their IT departments in leveraging Gartner's resources and SMEs, acting as an extension of their team.

### Cutco Cutlery

Novi, MI

*Sales Associate*

October 2018 – July 2019

- Responsible for all operations of successful brick and mortar retail location while solely responsible for prompt response to all customers concurrently. Consistently exceeded \$2,000 monthly sales quota.

### Hatch Stamping and Assembly

Chelsea, MI

*Sales Intern*

March 2018 – August 2018

- Reviewed a particular manufacturing process and helped improve automated production productivity by 25%. Prepared essential documentation for major accounts to invoice customers for \$9 million in tooling.

## LEADERSHIP EXPERIENCE

### Phi Sigma Kappa Fraternity

Ann Arbor, MI

*President, Vice President, Director of Recruitment*

December 2016 – December 2018

- Facilitated weekly executive board meetings and provided development opportunities to brothers aimed at chapter improvement. Worked with national headquarters and Michigan IFC to achieve chapter success in recruitment and community relations.

## ADDITIONAL SKILLS

- HubSpot CRM, Asana Project Management system, Google Workspace, Microsoft Office.
- Creating and delivering executive-level presentations. Strategizing account retention and growth plans. Designing and targeting multi-touch campaigns.
- Managing long-term, complex projects while aligning numerous stakeholders.
- Building and nurturing collaborative relationships as well as establishing a supportive team environment.