Patrick Long, Sales

6502699873, ptlong11@gmail.com

PROFILE

Aspiring Data Scientist/Analyst with over 6 years of sales development and account executive experience.

Adept at receiving and monitoring data from multiple data streams, including quantitative information, and interacting effectively with colleagues and clients.

SKILLS

Python (Pandas, Numpy, Seaborn)	Microsoft Office Excel
	Tableau
SQL	

EDUCATION

Sep 2014 — May 2016

Bachelors of Science - Statistics, University of San Francisco
San Francisco

Oct 2022 — May 2022

Data Science Career Track, Springboard
San Francisco

550+ hours of hands-on course material, with 1:1 industry expert mentor oversight, and completion of 2 in-depth capstone projects. Mastered skills in Python, SQL, data analysis, data visualization, hypothesis testing, and machine learning.

EMPLOYMENT HISTORY

Sep 2021 — 2021

Partnerships - Business Development, Odoo
San Francisco

- Identified potential growth opportunities. Assessing viability and feasibility of the opportunities to onboard Odoo partners, growing Odoo's business.
- Ran online demonstrations to partners and clients, demonstrating Odoo's platform for both direct consumption and reselling
- Exceeded quota of 2 partners and over $4,000 MRR
- Tech Stack of Zoominfo, Outreach, and Odoo

Sep 2019 — Sep 2021

Account Executive, Ludis Analytics (Acquired)
Palo Alto, CA

- Ran online demonstrations of analytic platform for prospective clients to drive revenue for Ludis • Prospected 50% of my own pipeline through calling, emailing, Linkedin, and various other creative means.
- Qualified leads from SDR and Marketing team through in-depth discovery meetings using solution selling to find problem areas that Ludis could address for prospects.
- Closed over $400K in Annual Recurring Revenue, with a quota of $20K per month (about 2 deals per month), closing over a total of 50 deals
- Tech Stack of: Zoominfo, Salesloft, Salesforce

Sep 2017 — Sep 2019

Senior Sales Development Rep., GO1
Mountain View, CA

- New business development activities through direct sales/hunting.
- Responsible for lead generation resources on strategy, scripting, targeting efforts to generate a consistent flow of new opportunities each week/month.
- Primary stakeholder in client-facing relationship-building functions with senior responsibility for growth/strategic account management, performance, and contract fulfillment.
- Responsible for developing a pipeline from direct sales activities and network of contacts, previous clients, etc.
- Identified potential sales channel partners to accelerate market penetration through resource leverage into new client segments.
- Work with Clients and the GO1 team to create mutually beneficial contracts ensuring desired profit margins.
- Tech Stack of: Zoominfo, Salesloft, Salesforce