

# SharayaMagana

✉ 330 Adams St. Apt 105, Oakland, CA 94610

@ sharaya.dawn@gmail.com

☎ 209.324.9397

in sharaya-magana

## EXPERIENCE

### Fundbox

San Francisco, CA  
August 2017 - Present

#### Channel Partner Manager

- Responsible for growing, maintaining, and driving more business from new and existing partnerships
- Developed a scalable go-to-market strategy and processes for the partner channel division resulting in greater overall effectiveness and penetration of the broker channel
- Implemented Salesforce, communication processes, and partner engagement strategies
- Grew the broker channel to the #1 channel at Fundbox in volume, activity, and quality
- Onboarded over 150 new partners (485% increase), increased number of referrals by 275%, and maintained the highest channel approval rate by a margin of 10%
- Worked cross-functionally with the leadership, engineering, design, marketing, and sales teams

### Fundbox

San Francisco, CA  
August 2016 - July 2017

#### Account Manager

- Responsible for the onboarding, product utilization, and education of new Fundbox customers through consultative selling and upselling
- Consistently achieved the highest close ratio, customer product utilization, and quota attainment month over month
- Q4 2016 - 109% to quota, Most new customers onboarded and activated in first month to date
- Q1 2017 - 130% to quota, #1 rep on Account Manager team
- Q2 2017 - 156% to quota, #1 rep on Account Manager team

### Talkdesk

San Francisco, CA  
August 2015 - July 2016

#### Account Executive - Mid Market

- Individual contributor responsible for the entire sales cycle from prospecting to close to upsell
- Developed discovery content and training for the sales organization in order to better understand, communicate, and sell to our clients
- Initiated and developed processes to aid in the cross-functional collaboration between Sales and Customer Success resulting in lower churn rates and increased product utilization
- Q4 2015 - 134% to quota, team leader by a margin of 51%
- Q1 2016 - 102% to quota, Awarded Best Sales Demo Presentation
- Q2 2016 - 112% to quota

### Intuit

San Francisco, CA  
March 2015 - August 2015

#### Account Executive- Dental Vertical

- Individual contributor responsible for the entire sales cycle from prospecting to close
- Sold SaaS product to dental practices to improve marketing and communication strategy
- May 2015 - 102% of quota, Awarded "Rookie of the Quarter"

### Intuit

San Francisco, CA  
October 2014 - March 2015

#### Lead Development Representative - SMB Vertical

- Q4 2014 - 210% to quota - Recognized at All Hands as the #1 LDR company wide (out of 200)
- Q2 2015 - 140% to quota - #2 LDR company wide in Q2 2015, #1 LDR in Services Division
- Promoted 30% faster than average LDR based upon performance

## EDUCATION

### Bachelor of Science in Health Education

San Francisco State University  
3.8 GPA, Magna Cum Laude

May 2014

## AWARDS & LEADERSHIP

**Star of the Quarter** - Fundbox Sales and Account Management team

**Best Demo Presentation** - Talkdesk Sales Team

**Rookie of the Quarter** - Demandforce Sales Team

Q1 2017

March 2016

Q2 2015