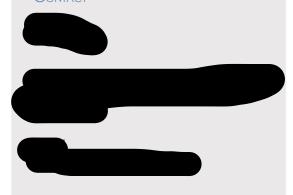


PROFILE

Results driven and customer-focused with a specialism in SaaS sales - building up sales pipelines, and reducing sales cycle timelines by adapting new methods and using key messaging to provide a consultative approach with prospects.

CONTACT

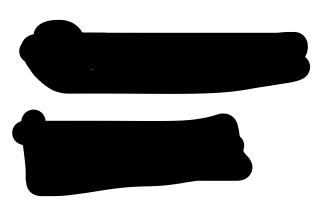


KEY SKILLS AND CHARACTERISTICS

- Coachability
- Negotiation
- Persuasive Presentation Skills
- Critical Thinker
- Strategic Thinking

ACTIVITIES AND INTERESTS

Cycling Mountain Biking Running Homefans Football Tours



WORK EXPERIENCE

Open Assessment Technologies - Account Executive

Mar 2023 - Jul 2023

The TAO testing platform is ideal for organizations that want the freedom to control their assessment software

- Guiding organizations in their decision-making process for the implementation of Digital Assessment Solutions.
- Understand and qualify assessment needs to design client- specific value propositions and Solution demonstrations on the TAO Assessment Platform and the action plan to achieve business goals.

Jeff – Business Development Manager UK (I left this role as the company is now bankrupt)

September 2022 – Mar 2023

Enabling entrepreneurship and connecting users to a platform for day-to-day services through the Jeff super-app

- Managed sales funnel, from new lead acquisition, prospection, carrying out vid qualifying to sales closure
- Qualifying new leads by calling 'warm prospects' to push them up the pipeline
- Maintain HubSpot with updates of sales opportunities
- I built up a small pipeline of 70K in Prospecting and 200k in Qualified leads

Lead Generation – Autodesk Freelance via Denave

Mar 2022 – September 2022

Freelanced on behalf of a major global leader in design and make technology for a campaign that was ran throughout the summer

EDUCATION

Blackpool and The Fylde College June 1996

BTEC National Diploma in Marine Studies in preparation for my time spent in the Merchant Navy of 3 years.

- Arranged webinars for Introduction to Fusion 360 which is a SaaS platform that combines CAD, CAM, CAE and PCB
- Attained 38 leads in 4 months which I fully qualified and passed them over to the relevant Account Manager

Engagement Specialist – Lenovo – Freelance, via Denave Sep 2021 – February 2022

- Recruited to help boost results and made an immediate impact in a short period of time delivering consistent results
- Used cold calling, emailing and LinkedIn to engage with IT decision makers
- Tailored specific messaging to reach multiple C and D-level contacts within targeted organizations
- Achieved 110% of my target- had highest number of leads in team of 3 SDRs
- Project was very short term and Denave moved me over to their Autodesk campaign afterwards.

The entire EMEA Inside Sales team at the below company, Arcserve was disbanded in June 2020 so I was made redundant. I then traveled to the UK for the Summer January 2021 until September 2021

Inside Sales Representative - Arcserve, Barcelona

May 2019 - June 2020

- Solutions included Cloud Storage, SaaS, Cloud-Hybrid Backup, Disaster Recovery Software and IaaS
- Had a combined SDR/ISR role so was qualifying leads and closing my own deals
- Overachieved target by 118% and won a place on the company's annual Achievers Club vacation

Internal Partner Account Manager - Ruckus Wireless, Barcelona Feb 2017 – April 2019

- Guided new channel partners through on-boarding process, portal access and assisted with the deal registration process and partner education compliance
- Sold Cloud-access subscriptions, Wifi Access Points and Switches to SMBs via VAD