

Christopher Fiume

102 Scholes St Brooklyn, NY 11206

Email | chris.fiume@gmail.com

Mobile | (201) 232.3344

WORK EXPERIENCE

Erply, Manhattan, NY March 2018-March 2020 *Senior Account Executive- Sales*

- Sold Erply saas solution, services, and implementation to inbound smb, mid market globally
- Responsible for qualifying leads, building rapport, providing product reviews, and collecting credit cards over the phone or via recurly.
- Achieved 130% + 150% quota attainment in 18'+19", and had best performance Q4 19' with ~220% growth yoy. Avg sales cycle: 0-3 months
- Created inbound sales processes for the organization based on experience, and implemented 1, 2, and 3 year agreements
- Responsible for working directly with the COO on all matters sales, and providing standard reporting
- Worked in unison with other departments to ensure customer success

Shopkeep iPad POS, Manhattan, NY May 2017-March 2018 *Account Executive- Sales*

- Sold over \$300,000 in net bookings of Shopkeep software, payment processing, and services to SMBs nationally
- Achieved 138% quota attainment in Q4 2017, and 201% in Dec 17. Avg sales cycle: 1-3 months
- Growth of over 50% in services sales four consecutive months. Sold most services ever in two month span
- Responsible for qualifying leads, reaching the right contact, prioritizing pipeline, and closing agreements with prospective clients
- Provided hour long needs based demonstrations of software to prospective customers
- Forecasted monthly expectations, and managed leads based on pipeline in Salesforce
- Worked in unison with other departments to ensure customer success
- Proposed, and assisted in creation of hardware protection plan to increase MRR per storefront
- Received company quarterly award in February 2018 for work ethic in prior year

Incisive Media (Acquired by InfoPro Digital), Manhattan, NY September 2016-May 2017 *US Account Executive*

- Work directly with Global Commercial Director to continuously sell and service contacts within the Financial Services industry through meetings, telephone conversations, and social functions
- Sold over \$165,000 in sales
- Sales cycle- ranges widely from transactional to larger quarterly sales. 1 week- 6 months
- Deal size ranged from 2k-30k, avg. 6k
- Represented the publication at key internal and external events

Revel Systems iPad POS, Manhattan, NY September 2015-September 2016 *Associate Account Executive- Sales Division*

- Sold Revel POS software to SMBs on a national and international scale
- Responsible for qualifying inbound leads, reaching the right contact, prioritizing pipeline, and closing agreements
- Forecasted monthly expectations, and managed leads based on pipeline in Salesforce
- Conducted discovery calls with prospective clients to build rapport, uncover needs, and grow interest
- Provided hour long needs based demonstrations of software to prospective customers
- Responsible for negotiating the commercial terms of agreements averaging from \$2,000-\$10,000
- Responsible for cross selling new products to existing customers
- Worked in unison with other departments to ensure customer success ▪ Avg sales cycle: 1-5 months

Autotask Corporation, Albany, NY February 2015-August 2015 *Account Executive- Sales Division*

- Sold a cloud based PSA, RMM, and FSS software, as well as over fifty integrations and add-ons to SMB IT Service Providers
- Graduated from sales bootcamp created by top tech private equity firm Vista Equity Partners
- Responsible for completing entire sales process from prospecting and lead generation, to providing a demo, negotiating and closing agreements
- Satisfied a call quota of over forty calls a day, with volume at times exceeding one hundred calls
- Sold one to three year contracts on a per user per month basis

EDUCATION University of Colorado at Boulder - Boulder, Colorado 2014

- Bachelor of Arts Degree, Political Science

SKILLS

- Harris Group Sales Training, Sandler Solution Selling Certification, Salesforce CRM, Zoom, Slideshare