

SHAYAN MIRZAZADEH

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ACCOUNT MANAGER

Sr. Account Manager specializing in expansions and renewals with a track record of exceeding quota and driving customer growth. Recognized with Rookie of the Year, President’s Club, and 100% Club honors for outstanding performance, including 280% attainment in FY25 and 320% in a peak quarter. Skilled in executive alignment, consultative sales, and delivering measurable ROI for clients. Experienced in introducing AI-driven improvements that streamline sales workflows and increase productivity.

STRENGTHS AND EXPERTISE

Account Management	Expansion & Renewals	Salesforce, Gong, Gainsight
Business Development	Consultative Selling	Artificial Intelligence (AI)
Strategic Business Reviews	Stakeholder Management	Retention

PROFESSIONAL EXPERIENCE

Vena Solutions Aug 2024 - Present
Account Manager

Accomplishments:

- Consistently surpassed targets, never missing quota, with FY25 annual attainment at 280% and a peak quarter at 320%
- Earned Rookie of the Year, President’s Club, and 100% Club recognition for expansion sales performance
- Drove account growth through expansions and renewals while sustaining 100% Gross Revenue Retention
- Built multi-threaded and executive-level relationships to align solutions with business priorities and measurable ROI
- Negotiated contracts including pricing and SLAs to secure long-term client partnerships
- Introduced AI-driven process improvements that streamlined workflows and enhanced sales productivity

Optimus SBR Mar 2020 - Jul 2024
Management Consultant

Accomplishments:

- Led large-scale regulatory programs across Canadian banking and financial services with multi-million-dollar impact
- Partnered with SVPs and senior executives to align business goals, manage risk, and deliver compliance outcomes
- Directed cross-functional teams in Agile environments to deliver on time and within scope
- Conducted operational assessments to identify inefficiencies and recommend solutions that improved performance and reduced risk
- Presented strategic insights and recommendations to executives, influencing key business decisions

Hyre
Business Operations Analyst

May 2018 - Mar 2020

Accomplishments:

- Analyzed core business processes to identify bottlenecks and streamline operations, improving efficiency and customer satisfaction
- Conducted market research to guide strategic planning and business development initiatives
- Supported executive leadership with data-driven insights and presentations that shaped growth strategies

EDUCATION

University of British Columbia

Bachelor of Cognitive Systems (AI and Cognition)

AWARDS

Account Manager Rookie of the Year | President's Club | 100% Club

FY25

Vena Solutions

CERTIFICATIONS

MEDDIC Sales Methodology

Present

MEDDPICC | <https://https://meddicc.com/>

References are available on request.