

Joshua Siverson

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Professional Experience

App Annie

February 2016-March 2017

Enterprise Business Development

- FY '16- 110% KPI performance attainment
 - Selected as Global Business Development top achiever among entire company
- Generated \$2.6MM in Enterprise Account Executive(s) pipeline through targeted prospect outreach.
- Awarded Top BD FY '16, out of America's region

Evernote

August 2015-February 2016

Account Executive

- Closed new and existing business for North America and APAC region.
- FY' 15 Q4- 95% KPI performance attainment
- Managed 80+ accounts valued over \$160k in ARR
- Lead first cross functional webinar - 60% attendance rate
- Built out sales processes for Global Sales & Account Management team
- Provided qualitative and quantitative data to product team through Salesforce.com and Confluence.

Customer Success Development Representative

October 2014- August 2015

- Managed and supported campaigns to that increased by \$200k in bookings
- Solved an average 200 tickets/month for Business level customers

R.R. Donnelley

Account Executive

March 2013-October 2014

- Generated revenue from new/existing customers by identifying critical needs
 - \$175,000+ revenue generated YoY
- Worked with business development and project management teams to successfully onboard new program customers with \$100,000+ annual print revenue
 - Successfully onboarded 3 program clients
- Utilized our CRM System, Microsoft Dynamics, to track client relationships and opportunities

Leadership Development Program Associate

July 2012-July 2014

- 2-year intensive rotation based program
 - Year 1- Avg. 3.5 of 4 on performance review from 5+ department managers.
 - Year 2- Avg. 3.6 of 4 on performance review
- Worked on company improvement project to reduce number of defective products and increase quality
 - Yielded \$90,000+ savings for company

Education

2008-2012: Northwest Nazarene University

Dual Major: B.S. Business Administration & B.S. Economics

Foreign Language

Sept. 2016-Dec. 2016: Korean- Completed of level 1, through King Sejong Institute in San Francisco