

**OBJECTIVE:**

Break into the SaaS industry.

**EDUCATION:**

Florida State University

Major: Social Science/ Graduated: Dec 2018

Tampa Preparatory School, 2013

**PROFESSIONAL EXPERIENCE:**

**Elevate Sports Ventures – Inter Miami CF Project**

**Account Executive, Membership Services**

**January 2020 – October 2020**

- First promotion from Inside Sales to Account Executive in my class specializing in B2B membership sales.
- #1 Sales Representative in 2020 outperforming Q1 sales goal by 55%; generated \$466,000 in revenue. Sold 10 Premium Boxes and 268 Club Seats by sourcing and closing 231 new accounts.
- Top virtual selling rep post Covid-19. Accumulated 270 deposits for Season Tickets through virtual selling.
- Built pipeline through my professional network, driving leads via marketing techniques, and prospecting through ZoomInfo, LinkedIn, etc.
- Managed pipeline and sales forecasts through detailed reporting in Salesforce.

**Inside Sales Representative**

**June 2019 – January 2020**

- Sold luxury boxes, premium club seats, and general ticket memberships for Miami's Major League Soccer Team.
- #2 Sales Representative in 2019; sourced and closed 535 new accounts generating \$1.67 million in revenue.
- Scheduled and conducted 100+ in person sales appointments, in both English and Spanish.
- Performed 100+ daily prospective customer outreaches

**Tampa Bay Rowdies**

**February 2019 to May 2019**

**Ticket Sales and Services Intern**

- Lead event coordinator for all sales team activities in West Florida.
- Provided exceptional customer service to our fans both over-the-phone and face-to-face.
- Built connections with local businesses to improve working relationships to improve sales team activities.

**PFM Group**

**May 2017 to July 2017**

**Summer Intern**

- Gained experience working with highly experienced executives serving the needs of municipal finance officers.
- Researched and helped organize a presentation about benefits of visiting the greater Tampa Bay area.
- Attended multiple meetings at TIA, Tampa International Airport, discussing the profitability of its master plan.
- Worked with the Managing Director/Partner using previous year's revenues to help forecast future years.

**Northwestern Mutual**

**May 2015 to August 2015**

**Financial Representative Intern**

- Completed a 10 weeklong sales bootcamp on all stages of the sales cycle.
- Used the PPA – Personal Planning Analysis software to better assist the client's needs using illustrations.
- Passed the 2-15 Health & Life (including Annuities & Variable Contracts) agent license exam.
- Built personal book of business with a sales pipeline and forecast based on detailed reporting.

**SKILLS**

- **2 years' experience in ZoomInfo, CRM, and Salesforce.**
- 5+ years' experience in Excel, Word, PowerPoint, Twitter, Facebook and LinkedIn
- Visited, studied, or volunteered in 45 countries
- Advanced in Spanish; lived in Madrid, Spain for 3 years