

SMITH SCARBOROUGH

SALES ENGINEER

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PROFESSIONAL OVERVIEW

Overachieving Sales Engineer with a proven track record of consistent success in enterprise software sales. Highly skilled at communicating and demonstrating value to enterprise clients, problem solving, and contributing as a valued member of high-performing teams to obliterate sales targets—and have *fun* in the process.

WORK EXPERIENCE

- Onit** | Houston, TX, Sales Engineer Aug 2021 - Present
- Conduct software demonstrations, configure and manage proof of concepts and sandboxes, and complete RFPs/RFIs to enterprise prospects to deal close; numerous sales achievements, including the largest ExtractAI deal in company history, successful multi-hour demos, on-site demos, scripted demos and more
 - 2022 Q1 MVP, and major contributor to 2022 Q2 being the all-time highest earning quarter in Onit CLM history
 - Led majority of software demonstrations in Q1 2022 (117) and Q4 2021 (78), within seven months of starting, and achieved Level 1 Onit Aptitude Software Developer Certification (90% score) in less than two months of starting
- DigitalCrafts** | Houston, TX, Software Engineer Jan 2021 - June 2021
- Built and deployed responsive, front end and full stack web applications
 - Implemented UI designs and functionality with React, Redux and Bootstrap
 - Collaborated with teams of 2-5 utilizing version control workflows, the Agile methodology and Trello
- Freight Cowboy** | Houston, TX, Account Executive Dec 2018 - Aug 2019
- Supported inside sales efforts for freight brokerage by means of cold calling (350+ calls per week) in call center
 - Became top performer within months of starting role
 - Provided web application consultation for transportation professionals
- Schreiner University** | Kerrville, TX, Regional Enrollment Coordinator Dec 2014 - Aug 2018
- Led regional recruitment efforts to bring in the largest class ever, in the university's 96-year history, in Fall 2018
 - Tripled quota (\$8.56 million in revenue) for the Rio Grande Valley, the lowest socioeconomic region of the state, in two years' time, and doubled the international student population in the same timeframe
 - Established three satellite campuses—in Brownsville, TX, Mission, TX, & El Paso, TX, respectively—in territory to meet high demand
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EDUCATION

DigitalCrafts Houston, TX Software Engineering Bootcamp Certificate	May 2021
Schreiner University Kerrville, TX Master's in Business Administration (MBA)	May 2019
Rhodes College Memphis, TN Bachelor of Arts in English/Creative Writing	May 2011

PERSONAL ACCOMPLISHMENTS

Eagle Scout (BSA)	100-mile run finisher	10x50-mile run finisher	Boston Marathon Qualifier
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