

# SMITH SCARBOROUGH

## SALES ENGINEER

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### PROFESSIONAL OVERVIEW

Overachieving Sales Engineer with a demonstrated track record of consistent high performance in enterprise software sales, from discovery to deal close and beyond. Highly skilled at communicating and demonstrating value to enterprise clients, problem solving, and contributing as a valued member of high-performing teams.

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### WORK EXPERIENCE

- Onit** | Houston, TX, Sales Engineer Aug 2021 - Present
- Conduct software demonstrations, configure and manage POCs and sandboxes, and complete RFPs/RFIs to enterprise prospects from discovery to deal close and beyond; numerous sales achievements, including the largest AI 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—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

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### PERSONAL ACCOMPLISHMENTS

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