
Experienced Solutions Consultant

Self-motivated individual with a progressive history surpassing ambitious sales objectives in multiple industries.

Highly-motivated professional with expertise in areas of IoT, SaaS, sales strategies, account management, pipeline analysis, and customer and vendor relationships. Collaborative communicator skilled in expanding into new territories and industries while exceeding key performance metrics. History of success providing outstanding customer experience.

Areas of expertise include...

- Strategic Marketing Initiatives
- Sales Presentation / Needs Based Selling
- Account Management / Growth
- Time Management / Organizational Skills
- Exceeding Sales Goals
- New Business Development
- C-Level Communication / Collaboration
- IoT and SaaS

Professional Experience

SALES EXECUTIVE/CUSTOMER SUCCESS PARTNER, 2017 to Present

VERIZON CONNECT, Aliso Viejo, California

Responsible for hunting new business, while growing and managing a book of business for a pioneering IoT and SaaS telematics company within an assigned geographic territory, including up-selling accounts, and renewal of service agreements.

Verizon purchased IoT & SaaS company Telogis rebranding itself as Verizon Connect. Specializing in telematics, Verizon Connect helps enterprise customers leverage analytical data gathered from GPS, engine diagnostics, temperature monitoring, and other diverse sensory information. I interfaced with existing SMB clients & potential clients within an assigned territory to provide product demos and exceed set sales goals. Managed the task of proactively engaging clients, retaining the customer base, and partnering with dealerships to obtain net new business and expand services. Increased customer satisfaction and consistently exceeded set sales goals.

- 167% of quota 2019
- Achieved 136% of weighted quota in 2018
- Grew revenue from existing base within an assigned territory by building strong relationship with clients. Protected and defended annual revenue, customer base, and subscriptions within defined assignment.
- Consulted with net new clients and presented product demos on best practices to increase their ROI.
- Responsible for managing the overall account relationship. Worked with new and existing clients on contract renewals, account add-ons and additional features as they became available.

Continued...

Summer Shields

SOLUTIONS CONSULTANT, February 2016 to October 2017

KAREO, Irvine, California

Worked closely with family practitioners and mental health service providers to provide SaaS practice management and billing service solutions through an award-winning electronic health records platform. Long-term goals of company included the ability to interface with health data analytics via wearable

Managed the daily sales responsibilities of initial contact, discovery, presentation and acquisition of new business. Solicited new business with physicians' offices to help improve their operations. Conducted product and service webinar demos to potential customers. Navigated business structures to establish the key decision makers. Utilized multiple sales resources and techniques, including referral business and social media outreach (Twitter, LinkedIn, Feedly and Hootsuite), to maximize sales growth.

- Led new software release campaigns resulting in achieving over 100% of sales plan consistently.
- Spearheaded the design and implementation of new products to attract niche markets and increase market share. Worked closely with the executive team to analyze pricing and present this new functionality nationwide.
- Received the company's President's Club Award (2016) for exceeding annual sales goals.

SALES EXECUTIVE, 2012 to 2016

HIRE RIGHT, Irvine, California

Obtained business from small to medium sized businesses by presenting the value of web-based background screening services.

Responsible for aggressive annual sales revenues and quota of approximately \$900K. Ensured key performance metrics were achieved through detailed pipeline management. Worked closely with customers, listening to complaints about existing process challenges and understanding their business needs in order to offer catered, valuable solutions. Analyzed market trends and industries to maximize new business opportunities. Analyzed market trends and industries to maximize new business opportunities.

- Exceeded monthly sales goals consistently by identifying and developing new business opportunities through inbound and outbound sales activities.
- Made an average of 30 outbound customer calls a day, answering questions related to new and existing products and services offered. Tracked all correspondences via Salesforce CRM.
- Recipient of the President's Club Award (2014) given by senior management for the superior sales performance over the past year.
- Trained in Challenger Sale and digital Social Selling methodologies.

Educational Background

Associate of Science in Business Administration

Orange Coast College, Costa Mesa, CA