

Troy Williams

507-469-9316 troydonwilliams@gmail.com

Experienced Account Executive and Sales Leader with a diverse background in SaaS, tech, digital marketing, and advertising. Looking for a passionate team where I can make an impact.

Work Experience

Finance & Commerce

Dec. 2016 - Present

Sales Executive focused on Digital Marketing campaigns from selling to execution and account management for a regional legal and business publication. Average about \$9000 in revenue each month.

Independent Consulting

July 2016 - Dec. 2016

Help establish a sales process for 2 smaller companies leading to \$8,000 in sales my first two weeks. Left for something more permanent.

Tenfold

Oct. 2015 - Aug. 2016

Started as the only Business Development rep responsible for the full cycle of the sales process. Since January, I have achieved at least 120% quota, leading to a promotion to a quota carrying Sales Manager when we brought in 5 reps between Lead Qualification and new Sales Executives.

Triple Crown Consulting

Feb. 2015 - Sept. 2015

Triple Crown Consulting is the nation's premier provider of engineering talent. Period. "Velocity in Staffing" is not just a catch phrase. It is the foundation upon which Triple Crown was built. To our clients in need of the hardest to find high tech talent, our streamlined recruiting technique allows us to deliver the right talent for your specific needs expeditiously. To candidates in need of the perfect position, tapping into our extensive network of clients enables us to find the right high tech position faster than anyone else. **Left to be part of an early stage startup.**

Education

Minnesota State University, Mankato

2009 - 2013

History, Economics

Gave a presentation at the University President's home. •Member of the Minnesota State University, Mankato. Resident Hall Association for 2 years. •President, Vice-President, and founding member of a recognized student organization.

Ridgewater College

2008 - 2009