


**TIFFANY T. SIMIONE**  
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**Northeastern University, D'Amore-McKim School of Business**  
B.S. in Business Administration | GPA: 3.7  
Division 1 Athlete in Cross-Country and Track & Field

## **PROFESSIONAL EXPERIENCE**

**Robin Powered** | Los Angeles, CA

**May 2022 – Present**

*Mid-Market Account Executive*

Responsible for all aspects of the sales cycle, including prospecting / qualifying, relationship nurturing, negotiations/closing, and account management, for a Series C software company offering flexible workplace platform solutions

- Presented and updated quarterly reports to clients using underlying productivity and utilization KPIs in order to illustrate strong ROI, resulting in 0% churn customers during tenure
- Assisted with the planning and preparation of materials for conferences/marketing events along with coordinating and speaking with potential investors
- Built and led a comprehensive prospecting program with a focus on C-suite executives in the financial sector; established relationships with 40+ clients by identifying and understanding their hybrid work strategies and needs, resulting in \$180K of annual recurring revenue
- Conducted standing calls with 60+ existing clients to discuss ongoing pain points, identify potential areas of product expansion that would address those needs, and offer recommendations to Robin's executive team which led to exceeding revenue targets by an average of 37% during tenure
- Created and maintained CRM software and Excel to manage prospects, qualified leads, and newly won business

**Toast** | Los Angeles, CA

**February 2021 – May 2022**

*Territory Account Executive*

Responsible for managing all aspects of the sales cycle including prospecting, pricing discussions and negotiations, and account management / customer success for a \$20B cloud-based restaurant software company pre and post IPO

- Achieved 220% of quota in 2021 (President Clubs) and was tracking towards 150% of annual goal as of Mar 2022
- Coordinated with sales leaders to create an outreach template incorporating relevant Toast news, press releases, and product updates to send to prospective clients on a routine basis
- Updated quarterly reports to identify KPIs regarding Toast's impact on revenue, profitability, transaction volume, and turn around optimization
- Created standardized field prospecting and follow-up processes and procedures for qualified leads, as well as infield prospecting/tracking tool that was adopted by the SoCal team

**HubSpot** | Boston, MA

**July 2020 – February 2021**

*New Business Representative*

- 1 of 60 Business Representatives selected to close E-Commerce leads; closed \$31,425 in annual recurring revenue in December 2020, exceeding Hubspot record for ARR generated in any given month by a New Business Representative
- Assembled materials with clients to provide insights, troubleshooting, and targeted solutions to achieve greater customer outcomes
- Worked closely with upper management to conduct consultative pre-qualification of prospects, and collaborate cross-functionally within HubSpot to improve customers' experience

**TJX Companies, Inc.** | Los Angeles, CA

**July 2018 – December 2018**

*Associate Buyer Intern*

- Aggregate and synthesizing data daily to present findings to buyers for vendor visits in order to drive purchasing decisions for \$25M+ of product sales
- Created and updated financial and sales reports for quarterly meetings, which were used to assess department health and identify market trends to drive category-level growth
- Qualified, assessed, and selected five new vendors during tenure, which resulted in \$1.2M+ of product sales; subsequently wrote and tracked purchase orders and templates

## **PERSONAL**

**Core Competencies:** JavaScript, HTML, CSS, Client/Account Management, Strategic Business Development, Consultative Solution Selling, Excel and MS Office, Cross-Functional Collaboration, Customer Negotiation