

Wednesday, February 28, 2018

Re: Enterprise Account Executive - Adobe Sign (MD, VA, DC)

Hello Adobe Hiring Manager,

I know you to be a leader in creative and digital solutions, and based on my experience, I believe that I can be a meaningful addition to your team.

I've assisted my clients with defining project needs, aligning resources and solutions, and tracking value to drive renewal of services and wallet expansion. Client targets have included mid-market and large enterprise, and investment firms (Investment Banks, Private Equity and Venture Capital). Stakeholder discovery and interaction spans Managing Directors, VP's, and CIO's and their extended leaderships teams. Sales cycle experience runs the gamut; from BDR and greenfield territory penetration, carrying through to account management, and ACV growth and renewal.

I have a consistent record of quota overachievement; working for Gartner, I achieved two Winners Circles, just missed a third by a hair, and am a consistent producer. I'm tenacious and always focused on growth, team leadership and collaboration. As a mentor, I have a history of helping my mentee's achieve their goals as well. I've also been formally trained in Value Selling.

I'd welcome the opportunity to explore joining the Adobe team, and I'm confident that I can contribute at a high level.

Best,

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Dynamic Account Executive seeking personal and professional growth through a diverse business services role that marries territory development, account management, and team leadership components. Strong solution sales oriented mindset, fueled by curiosity for client initiatives and underlying drivers of business value. A passion for client relationships with a consultative focus. Viewed as a valued business partner by my clients.

New organization would have a great team and leadership culture focused on people, development, and relationships. Would also be in growth mode with growth opportunities that accompany.

**Experience:**

**Bluewolf, an IBM Company - Senior Client Advisor, Enterprise Accounts**

07/2016 - Present

Consultative and complex sale of SaaS Implementation and Business Alignment services to Enterprise clients (5000 employees+), for Sales, Service, Marketing and Analytic Clouds on the Salesforce Platform, and peripheral technologies, i.e. Q2C and CLM. Pipeline generation through channel partner collaboration and prospect outreach

Certifications include: Salesforce Certified Administrator & Salesforce Service Cloud Consultant

**Gartner, Inc. - Account Executive, America's Major Accounts Division**

10/2015 - 07/2016

Establishing valued partnerships with key IT and business stakeholders; defining risk, challenges, and needed resources for mission critical priorities to drive value within the organization

Participated in internal "Team Champions" initiative to train regional sales teams on product configuration, licensing parameters, and client growth strategies

**Fannie Mae - Sales Enablement Executive, Sales Operations**

01/2015 - 04/2015

Sales Operations Lead- Working with Account Teams within the Customer Engagement vertical to support account growth and relationship management strategies, including: territory planning and account expansion, critical initiative identification and support strategies, in market research-identifying business issue patterns, and coaching and formal training of account team members and supporting internal divisions (STAMP Value Methodology)

**Gartner, Inc. - Account Executive for Gartner's Invest Division & Mid-Market Channel**

10/2010 - 01/2015

Consultative sale of research and advisory services to C-level/extended IT team within the Mid-Market channel, and buy/sell side Investors in Financial Services, supporting critical initiatives and investment deal flow. A complex full cycle sale (new logo prospecting/win, and ongoing account management and opportunity development from within), involving multiple stakeholders within an annual subscription model

- Winner Circle Award Achiever 2011 (awarded for achieving 130% over quota)
- Winner Circle Award Achiever 2012- (missed Winners Circle 2013 by 11% and finished at 119% over quota)
- Exceeded sales quota YOY by 141% on average while managing a book of business of 800k+, and sales pipe of 1.3M on average. Achieved five out of eight eligible 5-10k quarterly bonuses
- Member of new hire mentor program since 2011 with 3 or 5 mentees achieving Winners Circle Awards
- Led/involved with several initiatives including:
  - Education sessions in core Gartner sales methodologies for multiple new hire Academy Classes
  - Program to prioritize client initiatives and analyst inquiry calls associated, to accelerate the new hire learning curve and ramp up time
  - Sales enablement “campaign in a box” program lead by marketing, providing a business development framework for AE’s
  - Sales enablement “think tank” concept at the team and region level
- Formally trained in Value Selling and Basho techniques

#### **ITT- Account Executive- Admissions**

12/2008 - 05/2010

Led business development efforts, and exceeded average quarterly sales quota of 379.5k by 157%.

#### **Chandran Media- Account Executive**

05/2008 - 12/2008 (company closed operations)

Media start-up. New territory development for Real Investments Television & Mining Industry Television media properties, throughout the US and Canada; advertising and video production sale to C-level

- Led trade show sponsorship, marketing, and business development efforts; heavy grass roots evangelizing and networking efforts to create brand awareness
- Project lead for scoping and development of custom built CRM program, for sales and media inventory
- Directly involved with new hire training and mentorship

#### **Unified Home Mortgage- President**

09/2003 - 05/2008

Entrepreneurial mortgage start-up grossing 15.8 million in average annual loan volume. Responsibilities encompassed full sales and operational management, including:

- All initial and ongoing company processes and procedures for regulatory licensing and compliance, and accounting

- Full cycle sales management (business development through post-closing, and client referral and retention)
- Implemented technology strategy to streamline the sales process and client experience
- Developed, managed, and grew key third party vendor relationships to support business initiatives and operations
- Orchestrated and implemented multifaceted marketing program
- Established new sales territories through multi-state licensing