

David

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 San Francisco, CA

Profile

Dynamic B2B Sales Representative with 7+ years of experience selling SaaS and industrial solutions. Skilled in lead generation, proposal development, and closing high-value contracts.

Experience

Sales Executive – B2B SaaS

- TechNova Inc. – San Francisco, CA

2020 – Present

- Increased territory revenue by 35% YoY
- Built and maintained relationships with 150+ business clients
- Presented software demos and created tailored packages

Account Manager

- GreenPoint Supplies – Oakland, CA

2016 – 2020

- Managed accounts worth over \$2M annually
- Negotiated pricing and contracts for industrial materials

Education

BSc in Marketing

- San Jose State University — 2016

Skills

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- CRM tools (Salesforce, HubSpot)
 - B2B negotiation
 - Technical presentations
 - Strategic account management