

# C A M E R O N M O Y A

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## OBJECTIVE

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Well-rounded professional with experience in sales and recruiting is looking to help your origination achieve positive growth. This natural leader is ready to analyze market trends to provide unique out-of-the-box solutions to drive the bottom line.

## SKILLS

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• Salesforce • Full-Cycle Recruiting • Sales • Market Research • Business Development • Account Management • Client Relations • Fiscal Reports • Marketing • Negotiations • Market Trends • ATS • Consultant Management • Budgeting • Cold Calling •

## EXPERIENCE

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03/18 - Present Altium

*Account Manager*

- ★ Managed key accounts, consulted with clients to identify individual needs and recommend customized solutions.
- ★ Execute the sales process by cross selling Altium's product line which include: Software as a Service (SaaS), perpetual software licenses, training, software extensions and enterprise solutions to a variety of organizations.
- ★ Performed demos for clients and legacy business utilizing in-depth knowledge of Altium's solutions.
- ★ Developed and maintained customer pipeline using Salesforce by cold calling and prospecting from new, existing and inactive accounts.
- ★ Helped customers develop business plans with strategies and objectives to demonstrate the value of transitioning to Altium's products.

09/17- 03/18 Altium

*Associate Legacy Closer*

- ★ Responsible for sales of subscriptions, add on business and training sessions for Western North America
- ★ Use of Salesforce to prepare quotes, manage accounts and maintain pipeline
- ★ Builds rapport with clients from small businesses to Fortune 500 companies
- ★ Involved in product demonstrations and price negotiations with clients that range from managers to C-level executives
- ★ Met quarterly goals in sales revenue

08/15-05/17 Oxford HIM

*Recruiter*

- ★ Facilitate full-cycle recruitment process across all business lines and source candidates through proven recruitment channels.

- ✦ This included consultant on-boarding, coordinating travel and lodging, organizing consultant calendar to meet client schedule, and handling client feedback and disciplinary actions when necessary.
- ✦ Interfaced with clients requiring staffing services to determine number of hires, salary, positions, and job descriptions for short-term and long-term temporary employees. ✦ Achieved positive revenue growth each quarter

11/14-04/15     UPS

*Package Handler*

- ✦ Assist where needed and able to adapt to different positions in a fast-paced environment.
- ✦ Knowledge of discerning numbers to scan packages appropriately.
- ✦ Load packages using surface to surface method on conveyor belts and air cans.

06/14-10/14     The Thaddeus Foundation

*Social Media Marketing Coordinator*

- ✦ Sole manager of social media platforms such as Facebook, Twitter, Pinterest, Instagram, and LinkedIn.
- ✦ Built a strong online presence across all social media platforms.
- ✦ Identified target markets, created digital media marketing campaigns, compiled and analyzed data for emerging non-profit.
- ✦ Provided creative assistance to plan and execute fundraising events.

09/13-09/13     Grassroots Campaigns

*Field Manager*

- ✦ Ensure company policies and procedures are followed by the team members.
- ✦ Provide support and guidance to service staff to ensure timely and quality customer services
- ✦ Support service teams in achievement of fundraising goals.

## EDUCATION

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2008-2013     Arizona State University

- ✦ B.S. Political Science
  - ✦ Contemporary Political Theory, Communications, Business Law, Employment Law, Business Writing, Nat'l Security/Intel/Terrorism
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