

NAME

TITLE

000-000-0000 / EMAIL / CITY, STATE, ZIP

Profile

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Experience

Sales Team Leader - Adobe / Location

2018 to present

- Managed and motivated a team of six salespeople
- Trained new hires twice a year
- Consistently met and exceeded sales quotas, with an average quarterly increase of 6% in SaaS subscriptions
- Connected with customers, presented SaaS products, and assisted with buying decisions. Achieved an average retention rate of 72% year-to-year
- Led an interdisciplinary team responsible for identifying and implementing a new cloud-based sales platform to facilitate remote interactions during the pandemic
- Developed digital materials designed to engage prospects and generate leads
- Captured an average of 86 new leads per month thanks to a series of white papers on SaaS solutions

Co-Founder - Tech Guyz / Location

2015 to 2018

- Co-founded a tech startup that experienced an average of 12% in revenue growth per year.
- Secured funding from angel investors through three rounds of funding with average capital growth of \$150,000 per round. Managed conflicts between stakeholders.
- Delivered outstanding IT services to our customers. Achieved a consistent customer satisfaction rate of 95% and onboarded an average of 11 new customers a month.
- Developed a cloud-based app designed to facilitate filing IT tickets for our customers. After only a month, the app had become the number one way for our customers to ask for help and increased our ticket resolution speed by two days on average.
- Oversaw the hiring process. Created a code of conduct to reflect our core values and interviewed candidates to fill a total of eight positions.

Project Experience

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Education

BA in Business Administration - University of Texas

2010 to 2013

- Adobe Founder's Award (2021)
- Texas Monthly's Entrepreneur of the Year (2016)

DEPARTMENT - SCHOOL

May 2009

- GPA: LIST
- AWARD
- AWARD

Skills

Expertise

- Creative thinker who thrives on solving new problems
- Dynamic leader passionate about seeing his team succeed
- Effective communicator who grows by sharing ideas

Licenses & Accreditations

Licenses Licenses & Accreditations

- Six Sigma Green Belt Certification
- Certified Professional Sales Person
- Adobe Certified Professional