

**Jane Doe**  
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## EXECUTIVE SUMMARY

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Metrics-driven, intellectually curious, client-focused tech and marketing sales veteran with a finance background and proven experience increasing client rosters and revenue. Looking to mentor and inspire a high-performing, entrepreneurial team.

## PROFESSIONAL EXPERIENCE

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### **Financial Tech Startup, Los Angeles, CA**

#### ***Sr. Account Executive***

August 2018 - Present

- 2020 Presidents Club: Top 5 globally in revenue and quota attainment percentage
- #1 performing west-coast salesperson at early-stage machine-learning fintech startup
- Increased client roster by 16% and revenue by \$5 million
- Manage, mentor, and support 3 junior sales team members

### **Marketing Firm, Los Angeles, CA**

#### ***Director of Sales***

December 2013 - July 2018

- #1 rep from 2015 to 2017 in net sales, beating sales goal by 205%
- Closed most profitable client partnership in firm's history, increasing revenue by 43%
- Pitched and oversaw execution of campaign that drove \$20 million in earned media
- Clients included Sneaker Brand, Spirits Brand, Entertainment Brand, Media Company

### **Mobile Ad Network, Santa Monica, CA**

#### ***Sr. Account Manager***

February 2013 - November 2013

- #2 advertising sales rep, hitting 125% of annual goal
- Identified up-sell and cross-sell opportunities to improve and grow client performance
- Planned and optimized client CPC and CPA ad campaigns

### **Rome Tour Company, Rome, Italy**

#### ***Sales Manager***

June 2012 - January 2013

- Lived abroad for 6 months, selling guided tours of the Vatican and top Rome attractions
- Reached 175% of field sales quotas, placing in the sales team's top 15th percentile

**Independent Tax Firm, Danbury, CT**

*Assistant Vice President*

July 2009 - May 2012

- Managed real estate investment holdings audit resulting in \$12 million in cash savings
- Improved monthly tax settlements accuracy from 80% to 99%
- Produced and enforced tax risk management and regulatory procedures

**Big Four Accounting Firm, New York, NY**

*Senior Consultant*

October 2005 - July 2009

- Managed large consulting engagements, assessed client needs, solved concerns, gathered and analyzed data, and presented detailed solutions
- Lead firm-wide agricultural tax credits sales program
- Received three awards and two certificates of appreciation for team contributions

**EDUCATION**

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- State School University, New York, NY - B.S. Accounting

**CERTIFICATES**

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- Six Sigma Green Belt Certificate, Town College
- Certificate, Sales Training Course

**SKILLS**

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- Salesforce Sales Cloud 360, 10 years
- MEDDPICC Methodology, 4 years
- Fantasy Football Champion, 4 years (should have been 5 but QB's ACL let me down!)