

Summary

Account Executive with RevOps consulting background. Full-cycle seller skilled at prospecting, discovery, solution selling, and closing SaaS and consulting deals. Proven record of exceeding quota, generating pipeline, and closing ACV in the \$40K–\$80K range. Strong advantage selling to CROs, RevOps, and Finance leaders with deep knowledge of Salesforce, Gong, Clari, Outreach, and HubSpot

Core Sales Skills

Full-Cycle Sales • Pipeline Generation & Management • SaaS / Consulting Sales • Discovery & Demo Execution • Negotiation & Closing • MEDDPICC / Challenger • Multi-Threaded Selling

Professional Experience

Full-Cycle Account executive / RevOps Consultant | Revvo GTM | Santa Barbara, CA (Remote)

Oct 2023 – Present

- Closed **\$500K+ in consulting contracts** with SaaS clients, avg. ACV \$50K.
- Built **\$1.8M+ pipeline** through outbound, referrals, and partner channels.
- Closed **12 net-new clients in 9 months**, sales cycles averaging 45–60 days.
- Negotiated multi-stakeholder agreements with CROs, VPs, and Finance leaders; secured **80% renewal rate**

Director, Sales Operations & Analytics | Medius Software Inc | Santa Barbara, CA (Remote)

Aug 2022 – Oct 2023

- Partnered with CRO and sales leadership, pitching solutions that drove **\$15M+ ARR in expansion opportunities**.

- Drove adoption of prospecting and commission platforms, increasing SDR productivity by **22% QoQ**.

Revenue Operations Manager / Sales Leader | PayJunction | Santa Barbara, CA (Remote)
Dec 2019 – May 2021

- Managed **25-person sales org**, achieving team quota of **\$12M annually**.
- Ran pipeline reviews and forecast calls, delivering **80% forecast accuracy**.
- Supported strategic partner deals generating **\$12M annual referral revenue**.

Sales Operations Administrator | Intellum | Atlanta, GA (Remote)

Jul 2018 – Sep 2019

- Rebuilt Salesforce to improve lead quality, boosting conversion to opportunity by **18%**
- Improved sales → implementation handoff, reducing onboarding cycle time by **15 days**

Senior Salesforce Administrator | Invoca | Santa Barbara, CA

Oct 2017 – Jul 2018

- Automated deal desk workflow, cutting approval time by **25%**
- Implemented territory management best practices, driving **greater quota coverage** across 4 regions

Salesforce Administrator | FastSpring | Santa Barbara, CA

Oct 2015 – Jul 2017

- Built lead flow automations and self-serve tools, increasing inbound conversion by **12%**

Technical Account Manager | Yardi Systems | Santa Barbara, CA

Oct 2014 – Sep 2015

- Managed client system upgrades and wrote documentation; partnered with dev teams to resolve bugs and optimize performance

Salesforce Administrator | Maps.com | Santa Barbara, CA

Jul 2006 – Jun 2014

- Administered multiple Salesforce instances; customized workflows and objects across 3 business units
- Supported commission payouts for internal/external sales org

Education

University of California, Santa Barbara — B.A. in Global Studies & Spanish