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SUMMARY

Leadership-ready Enterprise Account Director with 10+ years driving pipeline and revenue growth in the SaaS industry. Proven track record of strategic account leadership, exceeding seven-figure quotas, building C-level relationships, and driving customer success.

CORE SKILLS

Enterprise SaaS Sales | Account Strategy | New Logo Acquisition | C-Suite Engagement | Customer Success | Cross-Functional Leadership | Negotiation

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PROFESSIONAL EXPERIENCE

Salesforce – Chicago, IL
Enterprise Account Director, MedTech & Manufacturing | **Mar 2022 – Present**

- Own strategy, executive engagement, and account growth for a set of accounts ranging from $500K to $17M in annual recurring spend.
- Consistently delivering $2M+ annual revenue & exceeding annual targets. FY25: **120%** ($2.55M ACV)**,** FY24: **138%** ($2.1M ACV)
- Closed marquee win: **$1.8M ACV / $8.7M TCV** new logo with iconic automotive aftermarket distributor.
- Orchestrate cross-functional teams - forward deployed engineers, technical experts, and product management - to move customer AI initiatives from proof of concept into production.

Account Executive, Enterprise Corporate Sales | **Aug 2019 – Mar 2022**

- Managed full sales cycle from pipeline generation to post-sale success.
- Attainment: FY20: **189%** ($1.02M ACV)**,** FY21: **98.8%** ($1.96M ACV), FY22: **125%** ($1.68M ACV)
- Completed **Accelerate leadership program (Oct ’21)**.

Yext – Chicago, IL
Sr. Account Executive, Mid-Market | **Feb 2019 – Aug 2019**

- Acted as “CEO” of central region foodservice territory, managing full sales cycle.
- Built executive-level relationships across key enterprise and mid-market accounts.

Salesforce – Chicago, IL
Account Executive, Enterprise Corporate Sales | **Jul 2017 – Feb 2019**

- Generated **$2.5M in revenue**; achieved up to **150% ACV attainment**.
- Partnered cross-functionally with Account Directors, CSG, and BDRs to drive customer success.

Enterprise Business Development Rep | **Jan 2016 – Jun 2017**

- Achieved **117% to quota** across tenure.
- Prospected into VP & C-Suite of Fortune 1000 accounts with compelling value propositions.

Oracle – Deerfield, IL
Business Development Representative (CPQ) | **Oct 2014 – Dec 2015**

- Qualified enterprise accounts by engaging decision makers and aligning CPQ solutions.
- Partnered across Oracle sales teams to expand client relationships.

McKesson – Livonia, MI
Marketing Specialist | **Jul 2012 – Sep 2014**

AT&T – Madison, WI
Account Manager, Small Business | **Jun 2011 – Apr 2012**

EDUCATION

Northern Illinois University – Bachelor of Science, Marketing | May 2011