

# Virginia Cook

## B2B Account Manager

B2B account manager with six years of experience selling cloud infrastructure to mid-market clients. Expert at negotiation, solution scoping, and executive presentations. Increased upmarket deal size by 50% through personalized playbooks.

### KEY SKILLS



- Enterprise negotiation
- Executive presentations
- Demo scoping
- POC management
- Revenue growth

### EDUCATION



Bachelor of Science in  
Information Systems

San Jose State University  
San Jose, CA | May 2015

### PROFESSIONAL EXPERIENCE



B2B Account Manager | CloudOps , San Jose, CA  
June 2017 – Present

- Manage 35 accounts worth \$12 M in ARR, growing revenue 20% YOY
- Lead executive-level presentations that close 70% of RFPs
- Design custom solution demos, accelerating sales cycles by 25%

Sales Engineer | CloudOps , San Jose, CA  
April 2015 – May 2017

- Crafted proof-of-concept environments that resulted in an 80% POC-to-win rate
- Delivered technical workshops, improving customer satisfaction by 30%
- Documented best practices, reducing implementation time by 15%

### CERTIFICATIONS



- AWS Certified Solutions Architect – Associate , Amazon, January 2018