



DEVON AGUILAR

Mid-market account executive with 8 years selling logistics and supply chain software to manufacturers and 3PLs. Closed \$2.6M last year with a 78% win rate on forecasted deals. Strong in technical discovery and multi-stakeholder negotiation.

CONTACT INFORMATION

 (612) 555-0167

 devon.aguilar@email.com

 [Linkedin.com/in/devonaguilar](https://www.linkedin.com/in/devonaguilar)

 Minneapolis, MN

KEY SKILLS

- Salesforce
- Forecasting
- Mid-market sales
- MEDDPICC
- Manufacturing vertical
- Multi-threading
- Procurement negotiation
- Clari
- Gong
- Account planning
- Renewal expansion

PROFESSIONAL EXPERIENCE

February 2021 - Present

Account Executive | Mid-Market Cargolane Software | Minneapolis, MN

- Closed \$2.6M in new logo revenue in 2024 across 22 deals, hitting 118% of a \$2.2M quota
- Owned named-account list of 85 manufacturers in the Upper Midwest, expanded 9 existing customers into multi-site contracts
- Co-led pricing and packaging refresh with product marketing, contributing to a 14% lift in average deal size
- Maintained forecast accuracy within 8% of called number across 10 of 12 quarters
- Selected as field advisor for the 2023 CRM migration from HubSpot to Salesforce

September 2018 - January 2021

Account Executive | Ridgewell Industrial Supply | St. Paul, MN

- Sold MRO and safety supply contracts to mid-sized manufacturers, grew assigned book from \$740K to \$1.3M
- Won the 2020 Comeback Account award for reclaiming a \$310K customer that had churned the prior year
- Built relationships with plant managers, procurement, and EHS leads across 40+ active accounts
- Ran on-site product demos and lunch-and-learns averaging 2 per month

June 2016 - May 2018

Inside Sales Representative | Ridgewell Industrial Supply | St. Paul, MN

- Handled 50+ inbound quote requests per week, maintained 92% same-day response rate
- Promoted to outside AE after consistently leading the inside team in quote-to-order conversion
- Trained 3 new inside reps on the catalog and quoting system

EDUCATION

B.A. Business Administration

University of Minnesota Duluth | - May 2016