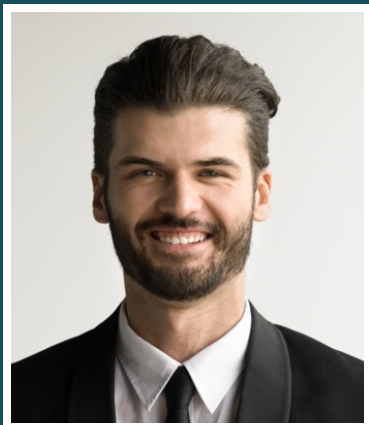




MARCUS TREVINO

Mid-market Account Executive with 6 years selling SaaS into HR and finance buyers. Carry a \$1.4M quota and consistently land in the top third of the AE org. Closed the largest new-logo deal on my team in 2023 by replacing an incumbent vendor mid-contract.

CONTACT INFORMATION

 (919) 555-0142

 m.trevino@example.com

 linkedin.com/in/marcustrevino

 Raleigh, NC

EDUCATION

- B.A. Communication
May 2018
University of North Carolina at Greensboro

KEY SKILLS

- Salesforce, Outreach, Gong, ZoomInfo
- MEDDPICC, Sandler, Challenger fundamentals
- Forecasting and pipeline hygiene
- Discovery and multi-threaded selling
- Contract negotiation and procurement navigation

PROFESSIONAL EXPERIENCE

Account Executive | June 2021 - Present
Mid-Market Kettlefly Software | Raleigh, NC

- Closed 42 new-logo deals across 2022-2023, averaging \$38K ACV and finishing 114% of plan in FY23.
- Built a personal pipeline strategy around outbound video prospecting after inbound leads slowed in Q2; sourced about 60% of my own pipeline by year-end.
- Partnered with a solutions engineer to win a \$215K expansion at a regional bank, displacing an incumbent during their renewal window.
- Mentored two SDRs through ramp; both promoted to AE roles within 14 months.
- Run a weekly forecast call with my manager and keep commit accuracy within 5% of close.

Account Executive | June 2019 - May 2021
SMB Northbridge Analytics | Durham, NC

- Carried a \$620K quota selling BI dashboards to companies under 200 employees; hit quota both years.
- Closed 80+ deals in 2020 with average sales cycle of 28 days.
- Built a territory plan for the Carolinas that the VP later rolled out to two other regional teams.
- Negotiated multi-year terms on roughly a quarter of my closed deals, improving retained ARR.

Sales Development Representative | May 2018 - May 2019
Northbridge Analytics | Durham, NC

- Booked 18-22 qualified meetings per month into the AE team, top SDR in Q4.
- Helped pilot a new Outreach sequence that lifted reply rates from 4% to nearly 9%.
- Promoted to AE after 11 months.