



MARCUS OHANIAN

Five years of account management across cybersecurity and DevOps tooling. Run a clean renewal forecast, build executive relationships fast, and partner well with technical AEs on complex deals.



Denver, CO



(303) 555-0167



marcus.ohanian@example.com



linkedin.com/in/marcusohanian

KEY SKILLS

- Salesforce, Clari, Gong, Gainsight
- Renewal forecasting and pipeline management
- Executive QBRs with CISO/CTO buyers
- MEDDPICC, value selling
- Contract negotiation, MSA redlines
- Co-selling with sales engineering

PROFESSIONAL EXPERIENCE

ACCOUNT MANAGER

MID-MARKET, SENTRYLINE SECURITY, DENVER, CO | MARCH 2022 – PRESENT

- Carry a \$2.7M renewal and expansion quota across 35 mid-market security accounts in the West region.
- Closed \$620K in new ARR in 2024 from existing accounts, mostly through endpoint and identity add-ons.
- Run quarterly business reviews with CISO and security ops buyers, including two Fortune 1000 logos.
- Reduced gross churn from around 11% to roughly 7% over two years by building 90-day renewal plans.
- Mentor two junior AMs on multi-threading and exec outreach during their first six months.

ACCOUNT MANAGER

FORKBENCH DEVTOOLS, BOULDER, CO | FEBRUARY 2020 – JANUARY 2022

- Owned 50+ developer tooling accounts with seat counts between 25 and 400.
- Grew the book from \$1.1M to \$1.8M in ARR over 21 months through seat expansion and tier upgrades.
- Co-led discovery with solutions engineers on technical evaluations for platform and CI/CD buyers.
- Built a renewal playbook the team still uses for accounts under 100 seats.

SALES DEVELOPMENT REPRESENTATIVE

FORKBENCH DEVTOOLS, BOULDER, CO | MAY 2019 – NOVEMBER 2020

- Generated qualified pipeline for three AEs covering startups and Series B/C software companies.
- Hit 115% of meetings quota across four quarters.
- Promoted to AM in under 14 months.

EDUCATION

B.S. Information Systems

University of Denver | June 2019