

DEVON AKINYEMI

Account Executive with 7 years selling cybersecurity and devops tooling into the mid-market. Carried quotas from \$750K to \$1.6M and exceeded plan in 4 of the last 5 years. Strong with technical buyers and CISO-level conversations.

PROFESSIONAL EXPERIENCE

Senior Account Executive | September 2022 - Present

Reefshore Security, Salt Lake City, UT

- Hit 127% of a \$1.6M quota in 2023, ranked #4 of 31 AEs.
- Closed a \$312K three-year deal with a regional healthcare network after a 9-month evaluation involving security, IT, and legal.
- Coach two junior AEs informally; one hit President's Club in their first full year.
- Adopted MEDDPICC across my deals after a manager push; forecast accuracy improved noticeably the following quarter.
- Speak on internal panels about multi-threading into security committees.

Account Executive | January 2019 - August 2022

Lumenpath Tools, Boise, ID

- Grew assigned territory ARR from roughly \$480K to about \$1.1M over three years.
- Closed 67 deals in 2021 with a 31% win rate on qualified opportunities.
- Built joint plays with two channel partners that brought in 14 sourced deals.
- Selected to pilot the company's first enterprise-tier deal motion.

Account Executive | June 2017 - January 2019

SMB Lumenpath Tools, Boise, ID

- Carried a \$620K quota; finished 108% and 116% in back-to-back years.
- Specialized in fast cycles under 45 days, mostly inbound and PLG-influenced leads.
- Promoted to mid-market AE after 22 months.

CERTIFICATIONS

- MEDDPICC Masterclass, July 2023
- Force Management Command of the Message, April 2022



CONTACT INFORMATION

- 📞 (801) 555-0163
- ✉️ devon.akinyemi@example.com
- 🌐 LinkedIn.com/in/devonakinyemi
- 📍 Salt Lake City, UT

EDUCATION

B.A. Economics
University of Utah May 2017

KEY SKILLS

- Salesforce, Clari, Gong, LinkedIn Sales Navigator
- MEDDPICC, Command of the Message
- Multi-threading and exec engagement
- Channel co-selling
- Mutual action plans and POV management