



DEVON WHITAKER

Sales Consultant

Senior sales consultant with nine years selling enterprise software into finance and healthcare verticals. Carry a \$2M+ quota, work six-figure deals, and mentor newer reps on discovery and forecasting. Strong at multi-threading and moving stalled deals.

CONTACT INFORMATION



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Kansas City, MO 12345

EDUCATION

- B.A. in Business Administration, University of Missouri, 2015

KEY SKILLS

- Enterprise sales
- MEDDPICC
- Salesforce
- Gong
- Executive relationship building
- Contract negotiation
- Forecast accuracy
- Solution selling
- Multi-threading
- Deal desk collaboration
- Vertical strategy

PROFESSIONAL EXPERIENCE

Senior Sales Consultant | Meridian Vault Software, Kansas City, MO 2020 - Present

- Closed \$2.34M in 2023 at 117% of quota, largest single deal \$487K in contract value over three years.
- Own 22 named accounts in regional banks and credit unions, with 4-6 active opportunities running at any point.
- Cut average sales cycle on new logo deals from about 210 days to 158 by moving proof-of-concept earlier in the process.
- Mentor three mid-level reps on MEDDPICC scoring and pipeline reviews, two hit President's Club in 2023.
- Partner with legal on redlines and hold executive sponsor relationships at seven of the top ten accounts.

Sales Consultant | Riverstone Compliance Group, St. Louis, MO 2017 - 2020

- Grew territory revenue from \$640K to \$1.1M in three years selling compliance training and audit services.
- Worked hybrid inside-field role, ~30% travel across a five-state region.
- Hit quota all three years and earned top-rep trip in 2019.
- Built the vertical playbook for community bank prospects, later adopted across the whole small business team.

Account Executive | Palmerson Office Solutions, Springfield, IL 2015 - 2017

- Managed a book of 80 small business accounts for copier and IT services contracts.
- Averaged 108% of monthly quota across 22 months in role.
- Sourced 60% of new business through referrals and in-person prospecting.