

Michael Thompson

SaaS Account Executive

Ambitious SAAS Account Executive with an impressive performance record in driving business through unique products and services with competitive prices. Efficient in building strong executive relationships, meeting strict goals, and working in a result-driven environment like Altium's for overall performance improvement.

WORK EXPERIENCE

CloudTech Solutions

Account Executive

San Diego, CA | 2020 - current

- Built multi-departmental deliberation cells on Microsoft Teams, expediting decision-making by 87%
- Developed sales funnels that converted 91% of prospects into paid deals
- Managed 100+ client accounts on Salesforce CRM and cut monthly communication expenses by 71%
- Spearheaded lead generation drive, which **enhanced sale conversions by a 119% margin**

Software Innovators

Business Development Representative

Los Angeles, CA | 2018 - 2020

- Leveraged open-source software to **bring down product prices by 34%, exceeding annual sales by \$2.4M**
- Launched Growthsi blog content that increased traffic by 83% in two weeks
- Collaborated in a Mailchimp marketing campaign to exceed quarterly sales by 41%
- Converted 151 short-term clients into multi-year customers through sharing niche-specific products that trimmed costs by 53%

Tech Solutions Inc.

Sales Intern

San Francisco, CA | 2017 - 2018

- Completed email correspondence to 2.1K prospects, generating 68% of contracts
- Cut down travel expenses for physical agreement signing by 93% by developing a DocuSign document
- Pitched new products to **120+ small businesses and converted 77% of them into repeat customers**
- Documented customer interactions on SalesLoft to identify gaps, which resulted in 88% in new products uptake

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SKILLS

- Salesforce
- ZoomInfo
- SalesLoft
- Tableau
- Mailchimp
- Microsoft Teams
- DocuSign
- Canva
- Asana
- Hootsuite

EDUCATION

**Bachelor of Science
Business
Administration**

University of California

2014 - 2017

Berkeley, CA

CERTIFICATIONS

- Salesforce Certified
Sales Professional