





Emily Taylor

SaaS Account Executive

CONTACT

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 United States, San Francisco, CA

EDUCATION

2014 - 2018

Bachelor of Science in Business Administration

University of California, Berkeley,
United States

Certifications

- **Salesforce Certified Administrator**,
Date: July 2021
- **HubSpot Sales Software Certification**,
Date: March 2019

PROFESSIONAL SUMMARY

Goal-oriented SaaS Account Executive with over 7 years of experience in driving revenue growth and managing large accounts. Expert in developing strategic sales plans, generating leads, and building strong client relationships. Proven track record of surpassing sales targets and exceeding customer expectations.

EXPERIENCE

Account Executive - Enterprise Sales 2021 - Now Salesforce, United States, San Francisco, CA

- Spearhead sales efforts for Salesforce's Enterprise Cloud Solutions, focusing on Fortune 500 companies.
- Closed an average of 15 deals per quarter with a total value exceeding \$5M annually.
- Collaborate with customer success teams to ensure smooth onboarding of new clients, resulting in a 95% retention rate.
- Lead product demonstrations and presentations to C-suite executives, effectively communicating the value proposition of Salesforce's products.

Senior Account Executive 2018 - 2020 HubSpot, United States, San Francisco, CA

- Managed a portfolio of mid-market clients and closed deals worth \$2M+ annually.
- Developed and executed comprehensive sales strategies, identifying key decision-makers and converting opportunities into long-term business relationships.
- Consistently exceeded sales quotas by 120%, recognized as a top performer in the Western region.

SKILLS

SaaS Sales Strategy	★★★★★
Key Account Management	★★★★★
CRM Software (Salesforce, HubSpot)	★★★★★
Lead Generation	★★★★★
Contract Negotiations	★★★★★
Sales Pipeline Management	★★★★★