

# JOE BLOGGS

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## ACCOUNT MANAGER & TERRITORY SALES EXECUTIVE

*Sales Leader: Focused on Building Client Relationships and Surpassing Ambitious Sales Goals  
Excels in Ambitious Double-Digit Sales Growth*

Versatile, award-winning sales leader and team builder, offering top record of profitability with customised support to clients and vendors. 10+ years' experience in consistently exceeding targets by utilising laser-focused sales methodologies to prospect and close new business. Delivers exceptional results for entire markets in private, public, and government sectors and aligns all account functions with operational strategy. Manages sales cycle from start to finish.

Collaborative relationship / account manager, known for customer-centric service and compelling incentives that win business and convert competitor's clients. Leverages a vast professional network of collaborative partnerships, to manage complex engagements requiring delicate political navigation and a high level of technical creativity. Sales is the core and technology is the cornerstone upon which my success was built.

### Core Strengths & Sales Leadership Accomplishments

Operational Strategy • Account Management • Team Management • Sales Life Cycle • Problem Solving • SaaS Sales Planning & Execution • Sales Leadership • Prospecting • Account & Portfolio Management • Strategy Implementation  
Basho Sales • Challenger Sales Methodology • Marketo • HubSpot • Salesforce

#### Pipeline Growth

- Created \$20K+ in new sales opportunities per month.
- Prospected 600+ local councils nationwide.
- Achieved 17% YOY growth.

#### Sales Management

- Reduced sales cycle 42%.
- Met and exceeded high pipeline targets of \$100K/week.
- Attained \$1.3M in sales the first year, exceeded expectations 9%.

#### Awards & Recognition

- OG Sales Award for largest sales deal.
- Sales Channel Award at Telarus.
- Sales Expert Award, Innovation Award, and Top Performing Renewals Team Member for Symantec.

*Sales career crosses functional, industry, and national borders, demonstrating business acumen, sales proficiency, market awareness, and cultural sensitivity.*

## PROFESSIONAL EXPERIENCE

**ORACLE** | Sydney NSW

2017–Present

*The world's leading SaaS provider of on-demand Employee Spend Management services. Works with >32,000 clients in 100+ countries, with offices in 40 cities around the world.*

### REGIONAL SALES EXECUTIVE

**Recruited to bring SaaS sales experience to the small-business sector of multinational, multimillion-dollar business.** Manage \$300K+ annual sales and created sustainable clients using cross-functional abilities in marketing, analysis, and market research. Exceeded sales targets through a high-level of customer service and identifying sales opportunities by direct prospecting, lead follow-up, and networking. Utilise telephone interactions and webinars to initialise communications with potential customers.

### ACCOUNT MANAGEMENT & PIPELINE GROWTH

**Grew sales pipeline to include AMEX, ANZ, and Travel Management Companies (TMCs) partners.**

- Created \$10K-\$15K in monthly recurring revenue (MRR) through Concur's partnerships with corporate credit card companies, allowing the sharing of pipelines with major banks to grow sales opportunities.
- Grew annual sales by \$60K, leveraging TMC relations to launch Concur's expense management solution.
- Cut sales cycle 42%, from 21 days to 12 days, utilising soft sales methods via invite-only whiteboard sessions at head office to showcase extensive product line. Closed several high-dollar sales the same day.

**Managed 11K+ Concur small-business accounts throughout NSW, QLD, and SA.**

- Grouped accounts into vertical business sectors to target individual industries with specific marketing materials.
- Utilised Marketo software to analyse e-mail marketing success, including open rates, click throughs, and downloads.
- Built relationships with very small businesses ranging from 1-99 employees, throughout Australia to provide a full-service Concur solution that saved hours of manual work and fulfilled clients' specific business needs.



**SITEIMPROVE** | Sydney NSW

2015–2016

*Provides all-in-one digital analytics solutions for businesses in public, private, and government sectors, with 10 locations worldwide.*

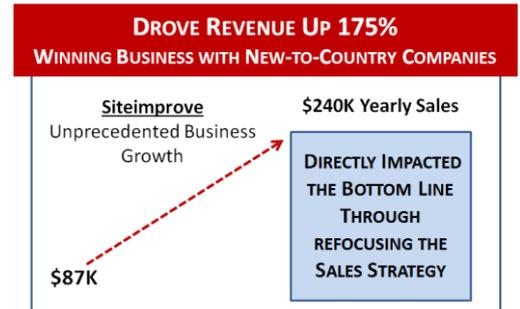
**SALES EXECUTIVE – GOVERNMENT**

**Represented Siteimprove to state and local governments**, utilising specialised sales methodologies and relationship building techniques. Proactively tracked and followed up with customer needs, from prospecting through booked sales using HubSpot software. Managed sales pipeline to routinely outpace sales targets through client engagement and data analysis.

**DIRECT SALES & RELATIONSHIP MANAGEMENT**

**Prospected new clients within 600+ local councils nationwide, resulting in \$20K new revenue a month.**

- Topped sales targets by >175% for new-to-country firms and managed growing sales pipeline through accurate forecasting, strategic market tactics, and focused proposals that fit client needs and comfort levels.
- Closed critical sale opportunities and created a faster sales lifecycle by adopting the Challenger sales method that rationalised an automated solution verses manual processes for client’s digital analytics needs.
- Delivered Siteimprove’s vertical service offering to every council in the country by aligning targets and expanding the customer base, including liaising with C-Suites, directors, and senior management.



**Ortiz Gaming** | Rosebery NSW & Brisbane QLD

2013–2015

*A multinational gaming company, IGT produces slot machines and other leading-edge gaming technology. Operates from 16 locations worldwide with 12,000+ employees and \$4.69B USD in annual revenue.*

**ACCOUNT DEVELOPMENT SPECIALIST**

**Hired to build relationships with pubs and clubs around the country** who hadn’t been contacted by company for past 3 years. Oversaw full sales cycle to deliver customer needs and meet performance metrics while managing the expanding portfolios of clients. Forecasted sales and analysed data to position Ortiz Gaming as top competitor in the gaming industry.

**ACCOUNT MANAGEMENT & TERRITORY GROWTH**

**Managed 2,000+ accounts throughout 3 states and closed >\$400K in new client sales.**

- Attained \$1.3M in sales the 1st year, surpassing targets 103% and 109% YTD. Managed sales cycle from start to finish with clients countrywide to deliver on commitments and on-board new clients.
- Prospected new customers throughout QLD and NSW, including hotel owners and club managers. Liaised with field representatives to win business and review venue performance turnover.
- Increased sales prospects through out-of-the-box performance enhancers, including sponsorship days, free gaming chairs with new poker machine purchases, and advising on game-room design solutions.
- Formed relationships with hotel owners to help them better understand their gaming-room strategies and provide education on business tactics to increase customer traffic through their venues.



**Won multiple accolades within the company.**

- Awarded *Ortiz Gaming’s Sales Award* for largest ADS deal within the company.
- Won *Ortiz Gaming Team Player Award* for team-centric methods and principles.
- Identified by team and manager as *Ortiz Gaming’s Top Performer* in recognition of sales achievements.

**VISION MOBILE** | Sydney NSW

2010–2013

*Australian-based mobile phone company with >500K customers and 1000 employees around the country.*

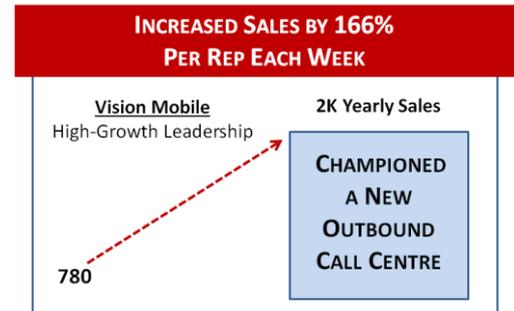
**SALES EXECUTIVE**

**Transferred extensive mobile and software expertise** to expand the Optus brand within the small- to medium-business market and consumer spaces. Educated customers on global company mission to increase brand trust and address common misconceptions. Increased outbound calls to 60+ per day and grew staff from 3 to 15 within 12 months.

**PROCESS IMPROVEMENT & TEAM BUILDING**

**Developed new outbound call centre; grew sales 10% MOM for 12 months.**

- Increased sales performance 166% from 15 to 40 sales a week per representative after 6 months, by altering sales methodology and using data analysis to develop focused plans for sales team.
- Built a high-performance sales team and cultivated a strong culture of accountability within group; conducted training, performance reviews, and development sessions to ensure optimal sales results.
- Contributed extensive sales knowledge to develop strategic marketing and promotional campaigns.

**TELARUS | Sydney NSW**

2009–2010

Private technology company developing on-premise and cloud software for backup, disaster recovery and secure file sync and data access. Employees 700+ to manage >5M customers from 10+ offices around the world.

**BUSINESS DEVELOPMENT MANAGER**

Recruited to bring extensive software knowledge to sell cloud-computing software throughout Australia. Worked closely with large clients to renew contract and strategically win business through sales calls, meetings, and education. Leveraged partner enquires through face-to-face interactions to ensure company offerings were top of mind to provide solutions.

**SALES EXPANSION****Exceeded ambitious sales targets up to 128% every month. Won the Channel Sales Award.**

- Developed pipeline expansions through new business opportunities and liaising with partners to close new accounts.
- Analysed weekly reports to source new leads and create targeted presentations for seminars and user group meetings.

**SYMANTEC | Sydney NSW**

2006–2009

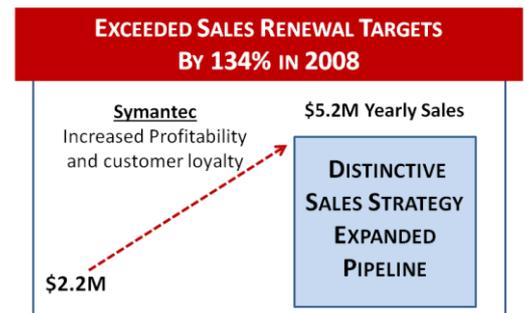
Leading software company producing security, storage, backup, and availability software. 11,000+ employees in >35 countries.

**INSIDE TERRITORY ACCOUNT MANAGER & INSIDE RENEWAL REPRESENTATIVE**

Hired to grow revenue within the small- and medium-sized business space throughout NSW, QLD, VIC, and New Zealand. Worked directly with partners to gain new sales, renew current customers, and upsell Symantec products to existing customers. Accountable for \$1.2M per year in sales. Elected by team to be product champion throughout territory.

**ACCOUNT MANAGEMENT & TERRITORY LEADERSHIP****Exceeded double-digit renewal targets and met aggressive pipeline targets of \$100K/week.**

- Grew annual sales target 22% and exceeded yearly renewal goals 127% and 134% in 2007 and 2008 respectively, by setting weekly partner and channel calls to analyse current and outstanding renewal opportunities.
- Achieved 17% YOY growth in New Zealand accounts and forecasted >\$400K per quarter, by managing accounts of all partners and distributors to expand Symantec portfolio in new and existing customers.
- Won multiple company awards, including *Sales Expert Award*, *Innovation Award*, and the *Top Performing Renewals Team Member* for several quarters. Selected to several attend international sales conferences.

**EARLY CAREER APPOINTMENT****Sales Representative, SIMPlus & Virgin Media, Sydney NSW**

- Exceeded monthly targets >60% each month.
- Recognised as *Top Performing Team Member* several times over.
- Won *Sales Innovation Award* for implementing proactive selling strategies.

**ENDORSEMENTS & APPRECIATION**

“Some people can build instant relationships with their clients and Joe is one of them. His priority is always his client, going above and beyond ensuring what he sells is a right fit and the implementation and transition is smooth.”

– Sam Rahmanian, Sales Director, Siteimprove