

Michael Thompson

SENIOR SALES EXECUTIVE

Atlanta, GA • michael.thompson@email.com • (404) 555-0151 • linkedin.com/in/michaelthompsonsales

PROFESSIONAL SUMMARY

Senior sales executive with 10 years closing complex B2B SaaS deals and consistently exceeding quota. Builds and manages high-value pipelines, leads enterprise negotiations and develops territory strategies that drive sustained revenue growth.

KEY ACHIEVEMENTS

- Averaged 134% of quota over 4 years; closed \$6.8M new ARR in 2023.
- Landed and expanded 3 Fortune 500 accounts, incl. a \$1.2M multi-year deal.
- President's Club 2018, 2021, 2023.

SALES SKILLS

Sales: Enterprise B2B Sales, Pipeline Management, Negotiation, Forecasting, Territory Planning

Method: MEDDIC, Solution Selling, Account-Based Selling

Tools: Salesforce, Outreach, Gong, LinkedIn Sales Navigator

EXPERIENCE

Senior Sales Executive

Jan 2020 – Present

Vantage Cloud Systems — Atlanta, GA

- Achieved 134% of quota on average over 4 years, closing \$6.8M in new annual recurring revenue in 2023.
- Landed and expanded 3 Fortune 500 accounts, including a \$1.2M multi-year enterprise agreement.
- Built and managed a \$14M pipeline in Salesforce with forecast accuracy within 8% each quarter.
- Mentored 4 account executives, two of whom were promoted to senior roles within 18 months.

Account Executive

Aug 2016 – Dec 2019

Peachtree Software — Atlanta, GA

- Grew mid-market territory revenue by 58% over three years through disciplined prospecting and referrals.
- Reduced average sales cycle from 90 to 62 days by qualifying with MEDDIC and tightening the demo process.
- Ranked #2 of 22 reps in the 2018 President's Club.

Sales Development Representative

Jun 2014 – Jul 2016

Peachtree Software — Atlanta, GA

- Generated 220+ qualified opportunities, exceeding meeting targets by 40% for six consecutive quarters.

EDUCATION

B.B.A. in Marketing

2014

University of Georgia — Athens, GA

CERTIFICATIONS

- President's Club 2018, 2021, 2023