

# JOE JOSEPH

xxx-xxx-xxxx Some Town, MA · [xxx@xxx.com](mailto:xxx@xxx.com) · [linkedin.com/in/](https://www.linkedin.com/in/)

## STRATEGIC ACCOUNT DIRECTOR

RESULTS-DRIVEN · CUSTOMER-FOCUSED · ENTERPRISE SALES

Highly successful account executive with incredible track record closing deals with technical and business clients, driving revenue and obliterating SaaS and software sales quotas, delivering market-penetrating strategies, mastering intricate high-tech solutions, and producing multi-million dollar revenue while adapting to any sales situation.

### CORE COMPETENCIES

Account Planning & Execution | Account Prospecting | Strategic Partnerships | New Business Development | Market Penetration | Solutions Expansion | Enterprise Sales | Relationship Building | Stakeholder Communication

### RECENT EXPERIENCE

#### PERFECT COMPANY

##### Strategic Account Executive, Pittsburgh, PA

2020-2023

Managed named strategic accounts for publicly traded identity and access management company. Prospected and expanded relationships with Fortune 500 enterprise accounts, building pipeline for Workforce and Customer Identity Clouds (Auth0) and Customer Identity Solutions. Developed relationships with key stakeholders. Used MEDDIC to communicate and drive sales.

- Spearheaded newly launched Strategic /Named account segment to capture largest accounts in the territory.
- Closed prominent financial services firm replacing homegrown customer identity and access solution using RSA with Okta API Enterprise, Advanced MFA, Federation, and API Management.
- Expanded hospital consortium with 500 applications, 116K users with 50K-user doctor and 200K-user hiring portals.
- Partnered with executives at multinational food service company to add SSO and Universal Directory to AMFA.
- Guided prominent financial services firm to CIAM security solution in launching new compliance company.
- Exceeded SaaS ARR quotas of \$1.3-\$2.3M by 176% and 133%.

#### PERFECT COMPANY, Atlanta, GA

##### Enterprise Account Executive

2019

Oversaw portfolio of Fortune 500 named accounts, built relationships with C-suite stakeholders to create opportunities, and worked with engineering and product teams to inform product strategy and deliver observability solutions to clients.

#### PERFECT COMPANY, Miami, FL

##### Account Director; Platinum

2015-2018

##### Client Services Manager

2013-2015

##### Senior Program Manager

2012-2013

Drove sales process from prospecting through contract negotiations and closure. Developed and grew strategic relationships at the executive level. Remained current on new e-business, digital transformation technologies, and key competitive offerings: Security, DevOps, CI/CD, APM, APIM, PPM, Rally, and others. Utilized sales methodology tools to track deal progression.

- Developed and implemented territory and account plans for accounts totaling \$140B+ in revenue.
- Personally closed \$26M in new product revenue and led team responsible for \$51M in renewals.
- Overachieved yearly software quotas of \$3.5-5.5M by 170% and 140%.

### PROFESSIONAL ACTIVITIES

*Prior Experience:* **Sales Director** (Great Company); **Consulting Services Director** (Great Company); **Global Development Manager** (Great Company), **National Recruiter** (Great Company)

*Education:* **Bachelor of Science, Computer Science and Strategic Operations Management** (Great College).

*Interests:* Lifelong volunteer and avid golfer.