
Professional Experience

SaaS Sales Executive

Cloud Solutions Inc., San Francisco, CA | June 2020 - Present

- Increased annual revenue by **40%** through strategic **upselling and cross-selling**
- Managed an over **\$2 million client portfolio**, ensuring **95% customer retention**
- Led technical product demos, converting **60% of leads into paying clients**

Inside Sales Representative

TechSoft Solutions, San Jose, CA | August 2017 - May 2020

- Closed **\$1.5 million in software sales annually**, exceeding sales targets by **20%**
- Provided consultative solutions to **mid-market and enterprise clients**

Education

Bachelor of Science in Marketing

University of California, Berkeley | May 2017

Brian
Mitchell

San Francisco, CA
brian.mitchell@email.com
(555) 678-2345
LinkedIn | Portfolio

SaaS sales executive with expertise in enterprise software and client management
Results-oriented SaaS sales professional with **seven years of experience** in **B2B software sales, contract negotiation, and technical demonstrations.**

Key Skills

- 2B SaaS sales and account management
- CRM tools (Salesforce, HubSpot)
- Consultative selling and solution-based sales
- Pipeline development and contract negotiation