

Sam Wright

SaaS Sales Executive

(000) 000-0000 · Austin, TX · email@email.com

Tech-savvy Sales Executive with 7 years of experience selling SaaS platforms to startups and enterprise clients

Specializes in product demos, user adoption strategies, and expanding client footprints through technical collaboration. Adept in handling high-value pipelines and managing technical sales cycles.

Key Skills

- SaaS sales
- Enterprise onboarding
- Churn reduction
- Technical product demos
- Lead scoring

Professional Experience

SaaS Sales Executive, Nexus Software, Austin, TX

May 2020 – Present

- Closed \$2.1 million in ARR in 2023 across 15 enterprise clients
- Worked with product and engineering to customize solutions for top-tier accounts
- Reduced client churn by 19% through improved onboarding and training resources

Account Manager, BitBridge Technologies, Austin, TX

January 2016 – April 2020

- Handled upsells and renewals for a portfolio of 40 software clients
- Increased average contract value by 28% over two years
- Conducted quarterly reviews that led to a 90% renewal rate

Education

Bachelor of Science in Information Systems

University of Texas at Austin | 2015