KWAME RUSSO

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SUMMARY OF QUALIFICATIONS

- Sales professional who builds long relationships rather than one-off deals.
- Experience across 3 employers, most recently as Senior Account Executive at Fenwick Supplies.
- Consistently at or above target.
- Known for clear communication with colleagues and for following work through to the end.

EDUCATION

University of Leeds — **Leeds**

BA Business Studies — *2020*

PROFESSIONAL EXPERIENCE

Fenwick Supplies — **Dublin**

Senior Account Executive — *May 2025 – Present*

- Built a pipeline of new business from cold outreach and referrals.
- Closed 118% of annual target in my second year.
- Worked with marketing on follow-up for event leads.
- Mentored a new rep through their first two quarters.

Fenwick Supplies — **Dublin**

Account Executive — *Aug 2023 – Mar 2025*

- Ran quarterly business reviews with the top ten accounts.
- Kept the CRM accurate so forecasts could be trusted.
- Wrote proposals and tender responses with the bid team.
- Trained two new reps on our sales process.

Fenwick Supplies — **Dublin**

Sales Development Rep — *Jul 2022 – Aug 2023*

- Ran discovery calls and product demos for mid-sized customers.
- Shared customer feedback with product to shape the roadmap.
- Looked after a portfolio of 27 client accounts and their renewals.

INITIATIVES

Key account plan

- Planned and delivered it alongside day-to-day work, with a written plan and agreed success measures.
- Shared the results with the wider team and kept the documentation up to date.

Sales playbook update

- Planned and delivered it alongside day-to-day work, with a written plan and agreed success measures.
- Shared the results with the wider team and kept the documentation up to date.

RESEARCH & PUBLICATIONS

Notes on incident reviews — **2025**

- Short paper shared internally and at a local meetup.

TECHNICAL SKILLS

General: Salesforce, Microsoft Office, LinkedIn Sales Navigator
Languages: English (Native), Spanish (Conversational)

CERTIFICATIONS

- Sandler Sales Foundations
- Negotiation Skills (online)

EXTRA-CURRICULAR ACTIVITIES

- Volunteer at a local food bank twice a month.
- Treasurer of a local sports club, keeping the accounts and membership list.

REFERENCE

Wren Walsh
HR Director, Clearpath Software
Contact: wren@example.com