JAMAL SILVA

jamal.silva39@example.com • +1 512 555 0103 • linkedin.com/in/jamal-silva • Austin, TX, United States

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 Lisbon — **Lisbon**

BA Business Studies — *2016*

PROFESSIONAL EXPERIENCE

Fenwick Supplies — **Austin, TX**

Senior Account Executive — *Apr 2023 – Present*

- Kept the CRM accurate so forecasts could be trusted.
- Ran discovery calls and product demos for mid-sized customers.
- Shared customer feedback with product to shape the roadmap.
- Worked with marketing on follow-up for event leads.

Summit Sales Co — **Austin, TX**

Account Executive — *Sept 2019 – Jan 2023*

- Looked after a portfolio of 9 client accounts and their renewals.
- Trained two new reps on our sales process.
- Ran quarterly business reviews with the top ten accounts.
- Mentored a new rep through their first two quarters.

Clearpath Software — **Austin, TX**

Sales Development Rep — *Jul 2016 – Jul 2019*

- Negotiated renewals and price increases with long-standing customers.
- Wrote proposals and tender responses with the bid team.
- Built a pipeline of new business from cold outreach and referrals.

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

A case study of data contracts — **2022**

- Short paper shared internally and at a local meetup.

TECHNICAL SKILLS

General: Salesforce, Microsoft Office, LinkedIn Sales Navigator
Languages: English (Fluent), German (B2)

CERTIFICATIONS

- Sandler Sales Foundations
- Negotiation Skills (online)

EXTRA-CURRICULAR ACTIVITIES

- Mentor for a school careers programme, helping students with CVs and mock interviews.
- Organiser of a monthly running club with around 30 members.

REFERENCE

Ben Osei
Senior Lecturer, Clearpath Software
Contact: ben@example.com