



Dynamic and results-driven Enterprise Account Manager with a proven record of consistently exceeding sales targets and building long-term client relationships. Experienced in full-cycle B2B technology sales with deep expertise in Microsoft Cloud solutions (365, Azure), Professional Services, and CSP licensing models. Recognized for high-impact consultative selling, upselling/cross-selling, and representing organizations at industry conferences. Awarded AE of the Quarter (Q3 2024) and AM of the Quarter (Q1 2025) for exceptional performance.



CORE SKILLS

B2B Sales & Enterprise Account Management	Strategic Account Planning & Consultative Selling
Microsoft Cloud Licensing (CSP, EA transitions, Legacy to NCE)	Contract Negotiations & Proposal Development
Net-New Acquisition & Pipeline Development	CRM & Sales Forecasting (Salesforce/SalesLoft)
Upselling, Cross-Selling (SaaS) & Customer Retention	Team Leadership & International Sales Expansion

PROFESSIONAL EXPERIENCE

- ❖ Enterprise Account Manager

Jul 2024 — Present
Irvine

 - Manage 300+ enterprise accounts, driving expansion through up-selling, cross-selling, and consultative partnerships.
 - Closed 428 deals worth \$26M+ in revenue, with an average deal size of \$10.4K and an average close cycle of 90 days.
 - Sell and support a diverse range of solutions, including Microsoft 365 & Azure, MDR/EDR, Backup, Cybersecurity, Security Awareness Training, Cloud Support, and Professional Services (project work, migrations, tenant optimization, etc.).
 - Partner with C-level stakeholders to optimize cloud licensing strategies, strengthen security posture, and accelerate digital transformation.
 - Represented TTT at BlackHat Conference (2025), generating net-new business opportunities and expanding brand presence.
 - Awarded Account Manager of the Quarter (Q1 2025) for exceeding quota and driving client retention.
- ❖ Senior Account Executive

Nov 2023 — Jul 2024
Irvine

 - Selected for a Q1–Q2 2024 London assignment to help build and train TTT’s UK sales team, expanding international footprint.
 - Surpassed quota by driving new business across SMB, mid-market, and enterprise accounts.
 - Consulted with IT leaders on Microsoft Cloud adoption, licensing transitions, and security add-ons.

- ❖ Account Executive

Apr 2023 — Nov 2023

Irvine

- Owned the sales cycle: qualifying, negotiating, and closing.
 - Recognized as AE of the Quarter (Q3 2024) for top sales performance.
 - Achieved 120% of quota every month.
 - Drove sales for net new logos of M365 Azure, Professional Services, and support.
- ❖ Senior Business Development Representative

Oct 2022 — Apr 2023

Irvine

- Built qualified pipeline through strategic outreach, contributing to \$300K+ net-new revenue.
 - Secured 200+ executive-level meetings with IT decision-makers using consultative discovery methods.

ADDITIONAL EXPERIENCE

- ❖ Training & Sales Director

2022
- ❖ Assistant Operations Manager

2021 — 2022
- ❖ Social Media Manager

2020 — 2023

EDUCATION

- ❖ California State University, Fullerton

B.S. in Business Administration, Marketing

(In Progress)
- ❖ Irvine Valley College

Associate in Business Administration
- ❖ Irvine Valley College

Associate in Arts in Social And Behavioral Sciences

(High-school Early College Program)

KEY ACHIEVEMENTS

- ❖ Closed \$26M+ in revenue across 428 deals

2024 — 2025
- ❖ International assignment

Jan 2024 — Mar 2024

London

Selected for an international assignment in London to assist TTT's UK sales team.
- ❖ AE of the Quarter

Jul 2024 — Sep 2024

(Q3 2024)
- ❖ AM of the Quarter

Jan 2025 — Mar 2025

(Q1 2025)
- ❖ Represented TTT at BlackHat 2025

Aug 2025 — Aug 2025

LANGUAGES

English *Native speaker* Spanish *BI*
Arabic *Native speaker*

INTERNSHIPS

❖ **Social Media Marketing Intern, Freight Tempe** Dec 2020 — Mar 2021
Tempe

- collaborated with the marketing team to develop and execute a comprehensive social media strategy for the development housing project, including planning and scheduling content, monitoring engagement, and measuring the success of campaigns.
- Assisted in creating visually appealing and engaging social media posts that effectively communicated the project's unique selling points and benefits.
- Conducted competitor research and analyzed industry trends to optimize social media campaigns and improve the project's overall online presence.
- Actively contributed to brainstorming sessions and provided creative ideas for new social media campaigns, resulting in increased engagement and follower growth.

COURSES

❖ **Content Marketing Foundations**
LinkedInLearning