

Timi Rivera

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Consultative Sales | Account Executive | Outbound Prospecting | Salesforce | Strategic & Transactional Sales

LaserAway, Treatment Specialist/ Sales Consultant- Remote

January 2024- Present

- Prospect into leads KPI 300+ outbound calls per day
- Generate pipeline, manage CRM
- Host 10+ Sales Consultations per day
- One call close #1 in the company Q1 & Q2
- MTD sales: \$500k

Uber Technologies, UBER FOR BUSINESS

January 2022- June 2023

- Q1, Q3, Q4 2022 120% Quota Attainment
- 100% Outbound Prospecting
- 100-150 cold calls per day
- Contact C-Level Executives
- Host introduction demo calls
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Productboard, San Francisco- SMB Account Executive Remote

July 2021- December 2021

- 2021 Q3 200% Quota Attainment
- Prospect and close target accounts >500 employee
- Full Sales Cycle: Prospecting, Discovery calls, Demo calls, pricing calls through close
- Target C-Level executives in Product Management
- Maintain accurate forecasting, salesforce hygiene for clear management communication
- Prospecting tools: Zoominfo, Salesforce Navigator, LeadIQ, Outreach

Vectra AI, San Jose, CA- Corporate Account Executive – Mid Market

December 2020- July 2021

- Mid-Market Accounts Include: all verticals and industries of >2,500 employee across the midwest
- C-level stakeholders of infrastructure, CISO, InfoSec, Directors of Security
- Host Demo calls, product overviews, health checks, POCs
- Daily prospecting into target accounts: minimal 100 calls per day, 300 automated emails
- Sales Methodology is MEDDIC
- Leverage the Channel Partners to close deals Optiv, SHI, CDW

PANZURA, Campbell, CA – Inside Territory Manager – Mid-Market

December 2016- June 2019

- Enterprise BDR promoted to closing role after 8 months
- 50% Manage Install Based customers, upgrades, expansions /50% net new Mid-Market defined by storage amount 50 TB> Southeast and TOLA Territories
- t Targets include: Architecture, Construction and Engineering firms
- C-level infrastructure, engineers, IT directors/managers, network admins, storage architects
- Host Demo calls, product overviews, health checks, POCs
- Channel first initiative SHI & CDW biweekly account strategy on top 10 accounts. Channel would bring in about 2 opps a month

