



Laura Thompson

Enterprise Sales Executive

Enterprise sales executive with over 10 years of experience securing high-value accounts and driving multimillion-dollar revenue growth. Adept at negotiating contracts, developing customized solutions, and managing long-term client relationships. Skilled in delivering consistent results in Software as a service (SaaS) and tech sales.

CONTACT INFORMATION

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 San Francisco, CA

KEY SKILLS

- Business-to-business (B2B) sales
- Contract negotiation
- Key account management
- Revenue forecasting
- Solution selling

EDUCATION

Bachelor of Science (B.S.) in Business Management
University of California | Los Angeles, CA May 2011

PROFESSIONAL EXPERIENCE

Enterprise Sales Executive | February 2015 - Present

TechBridge Solutions, San Francisco, CA

- Closed contracts worth over \$10 million annually by developing tailored SaaS solutions for enterprise clients
- Expanded client portfolio by 40% within two years through strategic prospecting and account management
- Reduced contract negotiation timelines by 20% by streamlining proposal processes

Senior Account Manager | May 2011 - January 2015

Innovative Systems, Los Angeles, CA

- Managed 15 enterprise accounts, contributing \$5 million in annual revenue
- Collaborated with cross-functional teams to design client-specific solutions, increasing customer satisfaction by 35%