



Brian Evans

SaaS Sales Specialist

SaaS sales specialist with five years of experience driving revenue growth through solution-based selling and client relationship management. Skilled in prospecting, lead generation, and closing deals. Proven ability to identify customer pain points and deliver tailored SaaS solutions.

CONTACT INFORMATION



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Austin, TX

KEY SKILLS

- B2B sales
- Lead generation
- Pipeline management
- SaaS product demonstrations
- Solution selling

Professional Experience

SAAS SALES SPECIALIST | CLOUDTECH SOLUTIONS, AUSTIN, TX
APRIL 2019 - PRESENT

- Increased client acquisition rates by 30% by implementing personalized prospecting strategies
- Managed a \$4 million sales pipeline, achieving 120% of revenue targets for three consecutive years
- Delivered over 50 SaaS product demonstrations annually, increasing conversion rates by 25%

SALES DEVELOPMENT REPRESENTATIVE | NEXTGEN SAAS, DALLAS, TX
MAY 2017 - MARCH 2019

- Exceeded lead generation quotas by 20% through strategic outreach and prospect qualification
- Assisted in closing \$1 million in annual deals by supporting senior sales teams with research and presentations

Education

- Bachelor of Science (B.S.) in Information Systems
University of Texas | Austin, TX | May 2017