



JASON WRIGHT

SENIOR SALES STRATEGY ASSOCIATE

EDUCATION

June 2022 | Montana State University, Bozeman, MT

Master of Science (M.S.) in Sales Management

June 2013 | University of Pennsylvania, Philadelphia, PA

Bachelor of Science (B.S.) in Business Administration

CONTACT

City, State Abbreviation Zip code

(123) 456-7890

email@example.com

LinkedIn | Portfolio

PROFILE

Strategic sales leader known for driving double-digit revenue growth across the technology and fintech sections. Focused on incorporating data-driven insights to inform sales methodologies and empowering sales teams of up to 50 members to perform at their peak.

KEY SKILLS

Client relationship management

Cross-functional collaboration

Market analysis

Product launch

Sales forecasting

Team leadership and

development

PROFESSIONAL EXPERIENCE

February 2018 – Present

Senior Sales Strategy Associate | Snowflake Inc. | Bozeman, MT

- Manage a portfolio of key enterprise accounts that generated over \$5 million in recurring annual revenue
- Maintained knowledge of Snowflake's latest product suite for sales presentations
- Partnered with the data analytics team to design and implement a data-driven sales forecasting model that improved forecast accuracy to within 5% of actual sales

March 2013 – January 2018

Senior Sales Associate | Affirm Holdings | San Francisco, CA

- Built and maintained strategic relationships with high-value clients in the fintech sector
- Closed a \$1 million deal with a leading online payment processor specializing in digital transactions for e-commerce boutiques
- Spearheaded a new sales training program, empowering team to meet or exceed sales targets by as much as 35%
- Collaborated with the product development team to conduct market research in an effort to identify client challenges and opportunities

CERTIFICATIONS

- Certified Salesforce Sales Representative, Trailhead, 2019
- Certified Sales Executive, Sales and Marketing Executives International, 2018