



Brian Evans

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



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LinkedIn | Portfolio



Austin, TX

EDUCATION

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

Bachelor's Degree in Business
Administration
Ohio State University, Columbus, OH
February 2011

KEY SKILLS

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

PROFESSIONAL EXPERIENCE

SaaS Sales Specialist | April 2019 - Present

CloudTech Solutions, Austin, TX

- 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 | May 2017 - March 2019

NextGen SaaS, Dallas, TX

- 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