

Jordan Hayes

Sales Manager, B2B SaaS

jordan.hayes@example.com | (214) 555-0177 | Dallas, TX | [Linkedin](#)

SUMMARY

Sales manager with 9 years in B2B SaaS sales, the last 4 leading a team of 10 account executives. Team hit 112% of a \$9M annual quota and cut the average sales cycle from 74 to 51 days. Former President's Club account executive.

CORE COMPETENCIES

Quota management, Pipeline management, Forecasting, MEDDIC, Negotiation, Enterprise and mid-market sales, Hiring, Coaching, Territory planning, Sales enablement, Salesforce, HubSpot, Gong, Outreach, LinkedIn Sales Navigator

PROFESSIONAL EXPERIENCE

Trinity Workforce Cloud

Dallas, TX

Sales Manager, Mid-Market

Jan 2022 - Present

- Lead 10 account executives to 112% of a \$9M annual quota, up from 87% the year before I joined.
- Cut the average sales cycle from 74 to 51 days with a MEDDIC qualification process and mutual action plans.
- Hired 6 AEs and built a 30-day ramp plan; new hires reached first deal 3 weeks sooner on average.
- Run weekly forecast calls in Salesforce with forecast accuracy within 5% for 6 straight quarters.

Lumen Field Software

Dallas, TX

Senior Account Executive

Mar 2019 - Dec 2021

- Closed \$2.1M in new ARR in 2021 at 131% of quota; President's Club 2020 and 2021.
- Landed the company's largest healthcare account (\$380K ARR) through a 9-month multi-threaded deal.
- Mentored 4 new account executives on discovery and demo skills.
- Built a referral program with customer success that sourced 22% of my 2021 pipeline.

Redline Analytics

Austin, TX

Sales Development Representative

Jun 2017 - Feb 2019

- Booked 25+ qualified meetings a month, 140% of target, through cold calls, email and LinkedIn.
- Promoted to account executive track after 18 months as the top SDR of 12.
- Built target account lists in LinkedIn Sales Navigator for 4 account executives.
- Kept Salesforce activity logging at 98% completeness in quarterly data audits.

EDUCATION

Texas State University

2013 – 2017

B.B.A. Marketing