**JUSTIN MILLER**

Denver, CO

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**Summary**

Sales professional with 7 years of full cycle sales experience and a demonstrated track record of exceeding quotas, implementing successful pipeline generation campaigns, and expanding sales markets.

**Skills & Tools**

**Skills**: Communication, Negotiation, Relationship Building, Objection Handling, Technical Presentation, Adaptability, Collaboration, Pipeline Generation, Contract Generation, B2B & B2C

**Frameworks**: MEDDICC, Challenger, GAP

**Tools**: Salesforce, Google Workspace, Salesloft, ZoomInfo, Dialer Systems, Seismic, 6Sense, Docusign, Vidyard, Video Conferencing (all)

**SALES AND BUSINESS DEVELOPMENT**

**Owner, JM Tech** Aug. 2023 - Current

* Establish and cultivate strategic partnerships to facilitate product reviews, promotions, and sponsored content collaborations
* Leverage data analytics to assess the effectiveness of sales and marketing campaigns
* Communicate product features and benefits to target audiences through various channels, including social media, email marketing, and influencer partnerships

**Enterprise Account Executive, WorkHound, Remote** Jan. 2023 - Aug. 2023

(position eliminated in 30% RIF)

* Conducted product demonstrations and presentations to key stakeholders
* Engaged in full cycle sales with potential clients in manufacturing, logistics, and transportation.
* Actively contributed to team discussions and brainstorming sessions to generate innovative ideas and strategies for market penetration and client acquisition.

**Commercial Account Executive, Motive, Remote** April 2022 - Dec. 2022

* Executed full-cycle sales process, from initial outreach to contract negotiation and closing, exceeding performance targets and driving revenue growth.
* Q2 finish at 184.5%, Q3 finish 87%, November 100.6%
* Completed internal demo certification to independently conduct product demonstrations
* Maintained a rigorous monthly KPI regimen of 600 connected dials, 400 emails, and 12 set demos, resulting in a self-sourced pipeline of over $100k monthly
* Managed a diverse book of accounts, 10% existing accounts (upsell) and 90% new logo

**Account Executive II, Wix.com, Remote** Dec. 2020 - April 2022

* Execute top of funnel outreach (cold calling) and manage prospect through entire sales cycle
* Consistent top performer (finished 2021 as #1 revenue producer on eComm team over 130%)
* Lead team in product release updates as a liaison from product insights/development team
* Fostered strong client relationships through regular communication, needs assessment, and personalized solutions

**Business Development Manager, Trans Lease, Denver** Feb. 2017 - Dec. 2020

* Develop quarterly sales plans that include online campaigns, cold calling, and email cadences that resulted in 12 million in total sales my first year (300% over target)
* Facilitate sales into 7 figure territory with key stakeholders
* Average deal size in the mid 6 figures
* Managed full cycle of sale and built healthy relationships with multiple sales channels
* Responsible for 3.5 state territory that required 40% travel annually

**OTHER EXPERIENCE (Sales/Marketing)**

**Transit Planner, City of Fargo, ND
Mortgage Project Specialist, Bell Bank, ND**  June 2014 - February 2017

* Lead development and creation of monthly advertising strategies that sold all bus wrap slots (918k)
* Developed & optimized city bus routes for efficiency and passenger utilization

**EDUCATION**

**Bachelor of Arts - Management/Business Administration**

Saint John's University - Collegeville, Minnesota - Class of 2014

Clubs/Activities - Investment Club 2011 - 2014