

Ross Miller

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Highly experienced Enterprise AE selling B2B SaaS applications across multiple markets. Track record of closing net new revenue and exceeding quota. Known for hunter mentality, developing pipeline and relationship building with C-level executives.

WORK EXPERIENCE

Monday.Com • New York, NY, USA • 01/2022 – 11/2023

Enterprise Account Executive

- 2nd hire in the US for new outbound GTM motion
- Sold 2 largest deals in Outbound history; 200 license deployments \$300k TCV
- #1 Outbound rep in FY 22 125% ramp quota
- Mentored new hires on sales strategy and best hunting practices

Nuance • Burlington, MA, USA • 12/2020 – 01/2022

Digital Client Partner

- Digital overlay with hunter and farmer responsibilities supporting 11 AE's
- Selling Virtual Assistant, Live Chat, Proactive Engagement solutions
- Responsible for \$5 million in ACV; retired 85% of quota
- MSFT acquisition changed role to Sales Engineer (9/21)

Gladly • San Francisco, CA, USA • 01/2020 – 12/2020

Enterprise Account Executive

- Net new logo responsibility across Mid-Atlantic/Southeast regions
- Selling Customer Service Platform to CX/Support owners
- Built \$2 million in net new pipeline for startup

Servicechannel • New York, NY, USA • 01/2019 – 01/2020

Enterprise Regional Sales Director

- Net new logo responsibility across Mid-Atlantic territory
- 90% quota achievement on a \$800k target
- Selling CMMS platform (Facilities Maintenance SaaS solution)

Fuze • Boston, MA, USA • 02/2018 – 11/2018

Enterprise Regional Sales Manager

- Net new logo responsibility across Mid-Atlantic region
- 125% ramp quota achievement on a \$1 million target
- Selling full-suite UCaaS platform (Voice, Video, Messaging)

Workfront • Lehi, UT, USA • 02/2016 – 02/2018

Enterprise Account Executive

- Greenfield Enterprise Northeast territory
- Retired 85% of \$1 million quota
- #2 rep in Eastern region

Corporate Account Executive

- Greenfield Mid-Market Northeast territory
- Retired 115% of \$750k quota
- Selling full-suite of work management products (workflow, proofing, DAM)

Workzone LLC • East Norriton, PA, USA • 08/2013 – 02/2016

Senior Account Executive

- President's Club FY 15
- Top rep for 2 consecutive years

Account Executive

- Achieved 221% of quota in FY 14 (\$4,800/month in new MRR; Achieved \$10,625/month)
- President's Club FY 14

EDUCATION

Bachelor Of Business Administration in Marketing

Temple University

SKILLS

MEDDIC, Quota Achievement, UCaaS, CMMS, Project Management Software, SaaS, Startup Experience, Social Selling, Salesloft, ZoomInfo, Outreach, LinkedIn Sales Navigator, C-Level relationships, Hunter, Prospecting, Outbound