

JOSH CLOCK

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TECHNOLOGY SALES EXECUTIVE

10+ years of experience consistently propelling B2B sales through dynamic engagement strategies, expanding market presence, setting revenue benchmarks, fostering client and internal collaboration while aligning resources with corporate vision. Extensive experience in fast-paced environments, establishing repeatable processes to accelerate time to value for enterprise and mid-market customers, helping achieve business goals based on success criteria. Unwavering focus on the cultivation of strategic partnerships, fostering sustainable product adoption, and driving both retention and revenue growth.

- Optimize operational efficiencies and collaboration with sales, marketing and other internal teams to not only meet but exceed revenue targets.
- Proficient in relationship-building, serving as an analytical leader and consultative resource to provide invaluable insights in sales planning, technical oversight, resource management, and a keen understanding of end-user needs.
- Excellent troubleshooting and problem-solving skills that are leveraged to resolve challenges and ensure seamless progress toward goals.

CORE COMPETENCIES

New Product / Service Launches • Sales Cycle Management • Customer Acquisition / Retention • Territory Sales • Upselling Requirements Gathering • Discovery • Lead Qualification • Needs Assessment • Business Development Trend / Market Analysis • Partnership / Alliance Management • Customer Success • Competitive Assessment New Market Penetration • Contract Negotiation • Complex SaaS • Account Planning • Territory Planning • Presentation

PROFESSIONAL EXPERIENCE

POC (Division of Salesforce), San Francisco, CA

2021 to 2023

Mid-Market Account Executive

Recruited to spearhead the expansion of Tableau's Consumer Business Services market segment on the West Coast. Introduced prospective clients to Tableau while simultaneously nurturing existing customer relationships to boost Annual Recurring Revenue (ARR). Mastered the Tableau Data Analytics Platform and adeptly positioned it within organizations to deliver substantial value and align with their business objectives. Collaborated with various internal teams to pinpoint prospects within organizations and ensure effective messaging and team engagement. Conducted discovery processes with prospects, gaining deep insights into their challenges, business goals, and emerging market opportunities. Positioned Tableau as the solution to these challenges and highlighted the potential to enhance the bottom line.

- Attained 86% of quota in 2023, upselling current customers by 18% during the renewal process.
- Achieved an impressive year-to-date quota attainment of \$513K+ against a \$600K+ target.
- Secured notable deals within the Consumer Business Services vertical, including agreements ranging from Waste Management Companies to Medical Staffing organizations, resulting in ARR ranging from \$60K+ to \$80K+ per deal.

Spinnaker, Sunnyvale, CA

2021

Enterprise Account Executive

Expanded business in the Bay Area by introducing potential clients to HeadSpin and managing the entire sales cycle which encompassed prospecting, platform demonstrations in collaboration with Sales Engineers, and the negotiation and closure of deals. Upsold to existing clients consistently, resulting in a remarkable 25% growth in Annual Recurring Revenue (ARR) during the renewal process. Successfully established partnerships with notable mobile gaming companies such as EA Mobile, Roblox, and Niantic. Leveraged strategic partnerships with industry giants like Wipro and Accenture to drive sales in new markets.

- Surpassed sales quota by achieving 115% of target, securing \$800K+ in sales against a \$700K quota.
- Successfully orchestrated end-to-end deals with prominent Gaming and Gig Economy companies, resulting in sales with an avg. ARR of \$65K+.
- Collaborated with multiple internal departments to configure software and hardware for seamless deployment.

Not Really Any Innovations, LLC, Oakland, CA

2019 to 2021

Sales & Marketing Leader

Developed industry-leading product and took it to market in a short timeframe. Crafted comprehensive instructional materials and collateral to support the product's usage and understanding. Employed strategic marketing efforts, including participation in trade shows and live demonstrations to showcase the product's capabilities to a diverse audience, ranging from Major League Baseball to college, high school, and youth organizations.

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Game Changing Innovations, LLC continued...

- Secured endorsements from Oakland Athletics, Boston Red Sox, Los Angeles Dodgers, New York Yankees, and more. Negotiated with baseball manufacturers and distributors, including Easton, Schutt, and SKLZ.
- Filed patents for the developed product (Patent No. 20150231472).

BlazingNewTurg, San Mateo, CA

2019

Media and Entertainment Account Executive

Joined as the inaugural Media and Entertainment Account Executive, prospecting for new accounts and devised a comprehensive strategy for introducing the brand. Collaborated with the Sales Engineer to craft a compelling pitch and effectively navigate the sales process.

- Secured deals with a Major League Baseball (MLB) team and multiple Media and Entertainment companies.

Fossil Fuels, San Mateo, CA

2017-2019

Senior Account Executive

Led the Fleet Vehicle segment of the business, collaborating directly with one of the Co-Founders in developing pitch materials, presentations, meeting resources, and a comprehensive "consultant" playbook. Functioned as a crucial contributor to the training of new team members, encompassing pitch role plays, industry and market orientation, shadowing experiences, and comprehensive sales training, leading to revenue growth from \$1M to \$75M for the fleet segment of business.

- Achieved the top position in annual recurring revenue sales, surpassing \$25M+ in Annual Recurring Revenue.
- Consistently exceeded monthly sales targets while meeting and maintaining quota requirements resulting in being the #1 SAE for revenue generated and profit margin.
- Effectively managed the end-to-end process of opening, negotiating, closing, implementing, and managing contracts, resulting in an impressive \$25M+ in Annual Recurring Revenue.

WorldwideData, San Francisco, CA

2012-2017

Senior Account Executive

Conducted thorough product and market research to engage directly with C-Level Executives from international companies with revenues exceeding \$1B+. Expertly conducted web-based demonstrations of a complex SaaS platform.

- Secured the top position for new business sales in the Americas in both 2013 and 2014, closing numerous \$20K+ annual contracts.
- Earned the prestigious "Elite" status for consistently surpassing sales targets in the years 2012-2016.
- Average quota attainment of 135% from 2012-2016.
- Closed a \$100K+ deal with General Electric \$90K+ deal with Alcoa Inc., a \$60K+ deal with Carlisle Companies, Inc., a \$52K+ deal with Kohler Company, and a \$65K+ deal with Fibrogen.

EDUCATION & TRAINING**Bachelor of Arts, Sociology** (*Minor: Business Administration*), California State University Chico

Multiple sales and customer success management training sessions - Salesforce

Technology Snapshot: MS Office, Google Docs, Windows & Mac, Salesloft, Salesforce, ZoomInfo, HubSpot, Highspot, Outreach.io, LinkedIn