

JOSH LEEGER

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ENTERPRISE SaaS SALES LEADER

Organized and driven sales leader who creates team vision to drive activity. Manages and orchestrates effort across internal teams and partners generating activity resulting in net new revenue. Creates value-add business relationships with C-level executives, senior decision makers, and line of business leaders.

I drive sales efforts leading teams composed of - *BDR/SDR, ISR, RM, SC, CSM, Solutions Architect, Professional Services, Business Development, Government Relations, Evangelist, Partner Reps*, and other. I map business objectives and customer journeys to solutions, creating demonstrable value for long-term deployments.

HIGHLIGHTS

- **Markets** - Extensive experience in B2B and B2C sales across Federal, Commercial & Healthcare.
- **Structured Sales Process** - Driving an end-to-end sales process across internal and external stakeholders.
- **Products** - SaaS, IT hardware, IT software, IT services.
- **Attainment** - Attainment-driven. Never missed quota.
- **Process-Orientation** - Sales Ops background, attention to detail and accuracy, drives toward conversion moments.

EXPERIENCE

Senior Territory Account Executive 2022
Genesys Remote, Asheville, NC
Selling - Digital and AI - Predictive Engagement, Voice and Digital Bots, Predictive Routing into 50 Named Technology-Vertical Accounts.
Quota - \$900K

Senior Account Executive 2021-2022
DocuSign, Inc. Remote, Asheville, NC
Selling - e-Signature and CLM solutions into 13 Healthcare Providers and 2 Payer accounts.
Quota - \$1.4M

Senior Territory Account Executive 2015-2021
Adobe, Inc. Remote, Asheville, NC
Selling - Desktop and SaaS suite into 6 Federal Departments - USDA, DOE, DOL, NASA, GSA, FRB.
Highest Quota - \$3M Highest Attainment - 163%

Account Executive 2014-2015
Apple, Inc. Reston, VA
Selling - IT hardware into 25 national healthcare systems including Cleveland Clinic, Cardinal Health, Humana.
Quota: \$4.4M Highest Attainment - 136% (\$6M)

Territory Manager 2013-2014
Seroyal Seattle, WA
Selling - Nutraceuticals into Licensed Healthcare Practices in the Montana, Washington, and Idaho Markets.
Quota: \$2M Highest Attainment - 120% (\$2.4M)

Entrepreneur, Graduate Student 2008-2012
LIFT San Francisco, CA & Seattle, WA
Selling - Health, fitness, and happiness.

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| Inside Account Executive Apple, Inc. <i>Selling - IT hardware into Federal agencies.</i> | 2005-2007 Reston, VA |
| Federal Hybrid Account Executive Monster.com | 2003-2004 McLean, VA |
| Inside Account Executive CDW-G | 2002-2003 Reston, VA |
| Sales Operations Careerbuilder | 2000-2002 Reston, VA |

SKILLS & TRAINING

| Sales Methodologies | Engagement Tools | Sales Tools | Productivity Tools |
|---|--|--|---|
| <ul style="list-style-type: none"> • ValueSelling • The Challenger Sale • The Complex Sale • Sandler Selling System • SPIN Selling | <ul style="list-style-type: none"> • ZoomInfo • SimilarWeb • Gong • LinkedIn Sales Nav | <ul style="list-style-type: none"> • Salesforce CRM • Clari • Smartsheets | <ul style="list-style-type: none"> • Microsoft Office suite • OS X Productivity suite • Acrobat • DocuSign e-sign / CLM |

EDUCATION

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| MS, Kinesiology San Francisco State University | 2011 |
| BA, Classical History George Mason University | 1995 |

SALES PROCESS

- **Understand the customer** - Assets - 10k's, press releases, news articles, and networking.
- **Create a stack-ranked account strategy** - based on customer profile match to offering, existing relationships, etc., identifying upsell/add-on sales opportunities within existing accounts.
- **Create, organize, and execute account tactics** - including outreach to establish relationships, evaluate interest, and gain feedback and understanding. Assets - BDR/SDR teams, ISR team, Marketing organization, and other internal groups. Partners, LinkedIn, ZoomInfo, SimilarWeb, and other software tools.
- **Uncover customer needs and develop relationships** - top-down (C-level, VP) and bottom-up (LoB owner / stakeholder). Partners, SI's, Channel, etc.
- **Create winning proposals** - present, demo, roundtable. Assets - SE/SC, CSM, Value Engineering, Services team and other groups. Customer champion.
- **Create an agreement with a reverse timeline** - obtain signatures from all parties. Assets - VP, Deal Desk, Legal. Customer's teams - DM's, champion, SME's, Procurement, IT, Security, etc.
- **Track Specifics to Close Agreement** - accurately forecast sales activity and revenue achievement in Salesforce CRM.
- **Validate value-realization** - track engagements between Services team and customer to ensure first-class delivery and long-term relationship.
- **Ensure post-sales growth** - coordinate with CSM organization and drive add-on, up-sell business.