

# Marcus Thompson

*AWS Account Executive*

**Phone:** (206) 555-0147

**Address:** Seattle, WA 98101

**Website:** <https://linkedin.com/in/marcusthompson>

**Email:** [marcus.thompson@email.com](mailto:marcus.thompson@email.com)

- Enterprise Account Executive with 6+ years driving \$15M+ in cloud infrastructure and SaaS revenue across Fortune 500 accounts
- Consistently exceeded quota by 125-180%, including President's Club recognition for closing largest deal in company history (\$3.2M multi-year contract)
- Deep expertise in cloud migration strategies, hybrid architectures, and digital transformation initiatives with proven ability to navigate 9-month enterprise sales cycles
- AWS Cloud Practitioner certified with hands-on knowledge of EC2, S3, RDS, Lambda, and competitive cloud platforms
- Skilled in MEDDIC methodology and complex stakeholder management across technical and business decision-makers

## WORK EXPERIENCE

January 2021 -  
Present

### CloudTech Solutions

#### Senior Account Executive

- Exceeded \$4.2M annual quota by 167% in 2023, closing 18 net-new enterprise accounts in competitive cloud infrastructure market
- Expanded key account portfolio from \$1.2M to \$3.8M ARR through strategic upselling of hybrid cloud and DevOps automation solutions
- Orchestrated executive briefings for C-suite stakeholders at Fortune 500 companies, mapping cloud solutions to specific digital transformation initiatives worth \$2M+ annually
- Partnered with solutions architects to design custom multi-cloud proposals, resulting in 72% win rate on RFPs worth \$500K+
- Developed champion relationships across 6 business units at major healthcare client, creating consensus for enterprise-wide cloud adoption affecting 15,000+ users
- Achieved competency in containerization and Kubernetes within first quarter, enabling technical conversations with DevOps teams and resulting in 4 additional deals worth \$2.1M

March 2019 -  
December 2020

### Enterprise Software Corp

#### Account Executive

- Exceeded \$2.8M annual quota by 145%, ranking #2 out of 25 account executives in competitive SaaS division
- Closed largest deal in company history: \$3.2M three-year enterprise agreement with Fortune 100 financial services client
- Managed 12-month sales cycle with 8 stakeholders across IT, Security, and Business Operations, navigating complex procurement and compliance requirements
- Collaborated with channel partners and system integrators to deliver integrated solutions, contributing to 35% of total revenue through partner-sourced deals
- Implemented MEDDIC qualification methodology, improving pipeline quality and reducing sales cycle length by 23%

June 2017 -  
February 2019

## TechStart Solutions

### Inside Sales Representative

- Achieved 156% of \$800K annual quota, generating \$1.25M in new business revenue across mid-market accounts
- Prospected and qualified 450+ leads monthly using LinkedIn Sales Navigator and Salesforce, maintaining 28% meeting-to-opportunity conversion rate
- Collaborated with field sales team on 15 enterprise deals worth \$200K+, providing technical product demonstrations and ROI analysis
- Self-directed learning of cloud computing fundamentals and API integrations, enabling consultative conversations with technical buyers

## EDUCATION

Valid through  
September 2025

## Amazon Web Services

### AWS Certified Cloud Practitioner

Valid through September 2025  
Credential ID: CLF-C01-12345

2013-2017

## University of Washington

### Bachelor of Science in Business Administration

Concentration: Marketing and Information Systems

Relevant Coursework: Database Management, Business Analytics, Digital Marketing

2019

## Salesforce

### Salesforce Administrator Certification

Advanced CRM configuration and pipeline management

## SKILLS

### Cloud & Technical Knowledge

- AWS Services: EC2, S3, RDS, Lambda, CloudFormation, VPC (Cloud Practitioner Certified)
- Cloud Concepts: IaaS/PaaS/SaaS, Hybrid Cloud Architecture, DevOps Practices, Containerization, API Integration
- Competitive Platforms: Microsoft Azure, Google Cloud Platform, Private Cloud Solutions
- Compliance Frameworks: SOC 2, HIPAA, PCI-DSS, FedRAMP basics

### Sales Excellence

- Methodologies: MEDDIC, Command of the Message, Value Selling, Challenger Sale
- Deal Management: \$500K-\$5M enterprise deals, 6-18 month sales cycles, multi-stakeholder consensus building
- Sales Technology: Salesforce (advanced), Gong.io, LinkedIn Sales Navigator, Consensus, Outreach.io
- Channel Management: AWS Partner Network familiarity, system integrator relationships, marketplace sales models

### Industry Expertise

- Verticals: Financial Services, Healthcare, Manufacturing, Government
- Specializations: Digital transformation, cloud migration strategies, cost optimization, disaster recovery

## HONORS

2022, 2023

**President's Club Winner**  
**CloudTech Solutions**  
2022, 2023

2019, 2020

**Top 10% Revenue Achievement**  
**Enterprise Software Corp**  
2019, 2020

2023

**AWS Cloud Practitioner - Score: 925/1000**  
**Amazon Web Services**  
2023

March 2024

**Speaker, Seattle AWS User Group**  
**Seattle AWS User Group**  
"Selling Cloud Transformation to the C-Suite"

Ongoing

**Active contributor in AWS subreddit and Stack Overflow**  
**Community**  
Cloud Architecture discussions

## RECOMMENDATIONS

### Sarah Mitchell

**VP of Sales - CloudTech Solutions**

Current Manager | Email: Available upon request

Can speak to: Enterprise deal management, cloud solution selling, team collaboration

### David Rodriguez

**Senior Solutions Architect - CloudTech Solutions**

Technical Collaborator | LinkedIn: [linkedin.com/in/davidrodriguez](https://www.linkedin.com/in/davidrodriguez)

Relationship: Jointly designed hybrid cloud proposals for Fortune 500 clients

Key Project: Can detail my role in \$3.8M multi-cloud architecture deal

### Jennifer Chen

**Director of Business Development - Enterprise Software Corp**

Former Manager | Mobile: Available upon request (PST timezone, best reached 10 AM-4 PM)

Context: Supervised my largest enterprise deals including \$3.2M financial services contract

Can verify: MEDDIC implementation, stakeholder management, compliance navigation