

# Steve Clark

## Sales & Account Management

[steve.clark1242@gmail.com](mailto:steve.clark1242@gmail.com) • Eagle Mountain, UT 84005  
[www.linkedin.com/in/steve-clark-wins/](https://www.linkedin.com/in/steve-clark-wins/) • (801) 699-8762

Accomplished and growth-focused professional with 15+ years in account and sales management for high-growth organizations. Proven expertise in managing direct/channel sales, attaining sales quotas, and increasing business revenue. Excel at closing complex sales, maintaining accounts, identifying new business opportunities, and communicating value clearly to stakeholders. Skilled in directing sales teams, creating/implementing sales strategies, and maximizing company revenues. In-depth understanding of the sales cycle process and remaining focused on customer satisfaction throughout all stages. Articulate and refined communicator with operational command over Chinese (Mandarin) and Malay language.

## Areas of Expertise

- Account Development & Growth
- FED/SLED sales
- Consultative & Solution Selling
- Business Planning & Development
- Long & Complex Sales Cycles
- DevOps & Software Development
- Client Satisfaction & Retention
- Cloud Applications & Computing
- Exceeding Revenue Goals
- Negotiation
- Key Account Management
- Strategic Partnerships
- Salesforce.com/CRM
- Lead Generation
- Team Building & Leadership

## Professional Experience

**DryvIQ**, Ann Arbor, MI (Remote Position) **August 2024 – Present**  
**Senior Strategic Account Manager**

- Establishing market fit with a great startup, focused on unstructured data management
- Several sales to government organizations (SLED and Fed) within the first few months of starting in this new position
  - Maintaining several key accounts with plans, targeted messaging, marketing strategies, and overall implementation of growth concepts to ensure high account penetration
  - Current highest number of sales on a new team, largest share of self-sourced pipeline.

**Astronomer**, San Francisco, CA (Remote Position) **Jan 2024 – July 2024**  
**Strategic Account Executive**

- Lead the sales efforts for the largest customers and prospects in the company with great success
- Achieved over 100% quota in both quarters, with the most self-sourced revenue in the region
  - Rapidly developed relationships with partners and resellers, expanding reach and developing joint marketing strategies
  - Highly technical sales process with multiple stakeholders and longer budget cycles

**GitLab**, San Francisco, CA (Remote Position) **Dec. 2020 – Dec 2023**  
**Strategic Account Leader**

Lead the customer account planning cycle and ensure assigned customers' needs and expectations meet by the company.

- Accomplished the highest netARR from net new revenue in the region to excess of \$1M quota by executing a bold account-based marketing strategy.
- Achieved pipeline over 350% of quota for FY2021 and secured the largest deal with a partner in GitLab
- Attained 111.5% quota in the first full year on 100% net new revenue, 115% in year 2.
- Most self-sourced pipeline generation in the region and the highest number of new logos landed within the region.
- Established relationships with key VARs in the region, leading the company in deals generated through the channel.

**Pluralsight, Farmington, UT**  
**Enterprise Account Executive**

**Mar. 2017 – Dec. 2020**

Achieved President's Club and was highly successful. Led the team in the number of opportunities and leads self-generated. Completed customer-centric selling training certification course. Implemented consistent prospecting motion that was eventually standardized across the entire sales segment. Managed large and complex sales cycles with multiple stakeholders.

- Achieved above 90% renewal rate across all business segments on a consistent basis.
- Received presidents club awards in 2020 and 2019, one of the highest quota achievers in the company.
- Secured average deal size in excess of \$100K, largest deal secured \$743K.
- Attained 110% and 150% quota in the first and second years.

**Hitachi Solutions America Ltd., San Francisco, CA**  
**Director of Business Development**

**Jan. 2015 – Mar. 2017**

Sold highly technical solutions for the Microsoft community, centered around CRM software,. Established and maintained professional relationships with Microsoft and various other partners within the Microsoft ecosphere. Extended available sales pipeline by adopting new technologies and shifting focus to specific verticals. Led several successful marketing events and efforts to build a pipeline in greenfield territory.

- Increased sales and pipeline from the ground up in brand new territory with the main focus on closing net new enterprise accounts within the Desert Mountain region.
- Highest self-sourced pipeline generation in the region and the highest number of new logos landed within the region.
- Accomplished the largest number of self-sourced opportunities in the West region in 2016, while completing Holden sales methodology training.
- Achieved 102% quota in the newest and most challenging territory in the company
- Several government (both local and federal) deals closed and booked with other channel partners

**X-IO Technologies, Colorado Springs, CO**  
**Manager of International Sales & Service**

**Jan. 2011 – Jan. 2015**

Managed a team of 5 sellers in Asia. Traveled extensively all over the world and developed relationships with partners, distributors, and end-user clients. Certified as a Xiotech Engineer by completing several technical training courses. Presented effectively to enterprise clients at trade shows in front of thousands, while leading technical discussions and training. Trained 10 new distributors and channel partners globally each year, while training sales teams. Closed several large deals, including the largest Cloud deal in company history to date.

- Attained 200% revenue growth yearly, despite challenges in marketing and technology, as well as grew an expansive pipeline across multiple enterprise customers.
- Developed brand new markets in Asia and other worldwide locations as well as managed 5 direct reports, reporting directly to the Vice President of International Sales.

- Secured several deals well over \$500K to closing in numerous international locations.
- Sold several deals to large governmental organizations across the world through an extensive channel network built and maintained by me and my team,

**Bronson Laboratories, Inc., Orem, UT**  
**Wholesale Account Executive**

**Dec. 2009 – Jan. 2011**

Led the development of the system for tracking new acquisitions and maintaining contact on a consistent basis. Built and maintained professional relationships with a variety of different businesses and clients, including pharmacists, doctors, and nutrition specialists. Attained the highest customer satisfaction rating on a consistent basis.

- Generated new business and maintained the existing core of customers by managing multiple products and marketing initiatives.
- Recognized as a top salesperson within the organization for achieving 125% of quota each quarter.

**Hewlett Packard, Lindon, UT**  
**SMB Account Executive**

**Mar. 2007 – Nov. 2009**

Boosted sales and generated new clients by leading a variety of unique and innovative marketing initiatives. Achieved customer satisfaction bonuses yearly, one of the highest in the company.

- Attained high sales quotas on a consistent basis as well as attained over 130% growth year-over-year by managing a pipeline of customers.
- Received the highest rate of repeat customers by ensuring the people continued buying from HP by giving highly personalized service.
- Maintained 150% quota attainment or above each year, which was the highest on the team.

## **Education**

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**Master of Business Administration (MBA)** – Utah State University, Logan, UT

**Bachelor of Arts (B.A) in Political Science** – Brigham Young University, Provo, UT