

Adam Louis Bruening

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EXPERIENCE

Regional Sales Manager

RedLegg

November 2022 - November 2023, Remote

- Closed largest deal in company Q1 - Q3 FY 2023 (\$1.1 Million) - \$226,509 GP.
- Ended Q3 at 76% of quota.
- Developed whitespace Northeast Territory to a \$1 Million pipeline.

Regional Sales Manager

LogRhythm

July 2022 - November 2022, Remote

- Closed 110% Forecast for Q3 of FY 2022.
- Closed first Axon deal within one month of rollout.

Commercial Account Manager

Automox

December 2021 - June 2022, Remote

- Closed 124% Quota for Q1 of FY 2022.
- Awarded Honey Badger Award for most effective Prospecting methods.
- Won 6QA Award And ABE Award for meeting deal conversion rate in Q1 And Q2 of FY 2023.
- Closed over \$180k of New logo business in 5 months.
- Impacted by the mass layoff at Automox which included the whole commercial team.

Territory Development Representative

Varonis Systems

March 2021 - October 2021, Portland, OR

- Handled initial contact to large base of clients, for two sales representatives.
- Set over 150 new client meetings for respective representatives.
- Coordinated meeting times and scheduling for clients and representatives.
- Developed creative solutions to meet individual client needs.
- Responsible for driving new business in territory as well as upsell business.
- Left to move closer to home due to my upcoming wedding.

LTL Account Representative

Total Quality Logistics

February 2020 - February 2021, Lexington, KY

- Managed Less than Truckload (LTL) customer accounts for 100+ companies.
- Handled LTL Customer account communication for all customers on behalf of 27 brokers.
- Managed national accounts, produced over \$150k in new account revenue in 4 months.
- Grew team's LTL account's 12 week revenue average by over 200% (\$2,500 weekly team LTL revenue to \$6,000 weekly team LTL revenue).
- Set Team 5 weekly LTL Revenue with \$8,245 week.

Logistics Broker

Total Quality Logistics

May 2019 - February 2020, Lexington, KY

- Set sales team record for cold calls per week (made over 1,400 cold calls in one week, almost tripled the 500 per week quota).
- Named "Hustler of the Month" (7/19) and "Top Hustler" (10/12) among Junior brokers.
- Only 1 of 35 members of hiring class to be retained for more than a year.
- Promoted to LTL Account Representative.

EDUCATION

Bachelor of Arts - Writing, Rhetoric, Digital Design (WRD)

University of Kentucky · Lexington, KY · 2019

St. Ignatius High School

Cleveland, OH

CERTIFICATIONS

GRC Professional (GRCP)

OCEG · 2024

GRC Auditor (GRCA)

OCEG · 2024

SKILLS

Salesforce CRM | LI Sales Navigator | Salesloft | Microsoft 360 | Outreach | SaaS B2B Sales
SIEM | UEBA | Cloud AI | NDR | SOC | Network Patching | Pentesting | IAM | SOAR