

# EVAN BURNS

Founding & Senior AE | Hunter | 5x President's Club | 5x #1 Outbound AE

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📍 Pinehurst, NC



## MY CAREER



### Founding Account Executive

#### Azulio AI

📅 09/2025 - Present 📍 Austin, TX (Remote)

- Built \$300K ARR from scratch in 3+ months
- Selling complex, custom AI-driven SaaS solutions through deep discovery and consultative approach
- Created the full revenue engine from scratch: prospecting, discovery, demos, closing, onboarding, and customer success



### Senior Outbound Account Executive

#### CINC

📅 09/2023 - 09/2025 📍 Atlanta, GA (Remote)

- #1 Outbound Account Executive 2 out of 2 years
- Founding member of outbound sales division, building sales processes from ground up



### Senior Outbound Account Executive

#### BoomTown

📅 09/2017 - 09/2023 📍 Charleston, SC (Remote)

- Achieved 125-225% quota attainment annually
- Employee #1 in outbound sales division, managing full sales cycle from cold prospecting to contract negotiation and close
- Closed 600+ deals ranging from \$10K-\$30K ACV | 5x President's Club winner | #1 Outbound Account Executive 3 out of 6 years

## EDUCATION

Clemson University

**Bachelor of Science (BS), Marketing**

## MY WEBSITE & LINKEDIN



**My Website**

<https://evanburns.me/>



**LinkedIn**

<https://www.linkedin.com/in/evangburns/>

## WHO I AM

Founding & Senior Account Executive with 9+ years closing full-cycle SaaS deals in competitive environments. Consistent President's Club achiever with a disciplined approach to pipeline generation, discovery, and deal execution.

Skilled at diagnosing operational gaps and quantifying their impact - revenue loss, inefficiency, and risk - to build compelling business cases that accelerate deal cycles.

Drive revenue through consultative selling - helping buyers recognize a clear path to their goals and positioning solutions as strategic enablers, not just products.

Fast learner, highly coachable, and team-oriented. Excel at removing friction from complex buying decisions and creating momentum at every stage of the sales cycle.

## KEY ACHIEVEMENTS



### 5x President's Club Winner

Earned President's Club recognition 5 times for 125%+ quota attainment



### #1 Outbound AE (5 Years)

3 years at BoomTown and 2 years at CINC



### Go-To-Market Ownership

Led GTM strategy for early-stage SaaS company