**TECHNOLOGY**

**SALES PROFESSIONAL**

# Amy C Clark

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**SUMMARY OF QUALIFICATIONS-------------------------------------------------------------------------------------------------------------------------------------**

* More than 20 years of complex, technology-based sales experience with expertise in consultative/solution selling to C-Suite and multiple business units within an organization.
* Proven ability to assemble and lead large, diverse teams of internal/external resources needed to successfully drive multimillion-dollar opportunities through long sales cycle; teams composed of technical resources, legal, finance, leadership, solution experts, vertical industry experts as well as external partner resources.
* Experienced and comfortable selling directly to end user customers or selling through channel partners
* Extremely organized and methodical in my approach to account planning and building an account/territory strategy.
* Natural ability to foster strong and lasting relationships with C-Suite as well as other key IT/ technology leaders, decision makers and influencers within Fortune 500 companies. Building trusting relationships is what I do best.
* Thrive in team selling environments.
* Proficient at performing deep research to learn every detail of my customer’s business, goals and challenges to drive more meaningful conversations and business outcomes
* Innately curious and a master in the art of listening.
* Thrive in roles that encourage using creativity and strategy to uncover opportunities and close deals
* Meet complicated challenges with excitement and determination. The harder the challenge, the sweeter the victory.
* Inspired and passionate about technology and opportunities to learn something new.
* Maintain a thrifty approach to spending with corporate expense accounts using the same discretion I apply to my personal finances.
* Proven, consistent and documented track record of high performance against monthly, quarterly and/or yearly targets, performing at over 100% YTD multiple years in a row during my sales career.

**ACCOMPLISHMENTS**

* 2022 – Q1 Rep of the Quarter
* 2018-2020 – created relationships at the executive level within a top targeted Memphis retail account which had previously never been penetrated effectively generating multiple opportunities worth $7.2 million in total contract value.
* 2019 – Finished 110% to plan
* 2017 –Finished 110% to plan
* 2016 –Elite Club Winner – Finished 180% to plan
* 2015 –Elite Club Winner – Finished 163% to plan
* 2014 – Elite Club Winner - Finished at 289% to plan
* 2013 - Elite Club Winner - Finished at 171% to plan
* 2012 – Elite Club Winner – Finished at 179% of plan
* 2011 - Chairman’s Club Winner – Finished at 203% of plan
* 2010 - Chairman’s Club Winner - company’s annual top performance award
* 2009 - President’s Club Winner - company’s annual top performance award
* 2012 – Served as Interim Director for the Memphis office for 6 months upon request of Regional VP
* 2013 – Selected to present my personal sales process to a group of my peers at a regional team meeting for another sales division within in the company
* 2013 - Served as Field Sales Coach for launching and maintaining a successful career in the industry
* 2014 – Selected by South Region President to present my business plan to the South Region Sales Team as an example of effective strategy

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**RELEVANT EXPERIENCE**

**NETAPP, INC**

**Client Executive, Memphis TN,** May 2021– Present

Responsible for selling NetApp's On-Premises and Cloud-based Storage and Data Management Solutions to new and existing NetApp customers.

* Responsible for maintaining and growing a base of existing NetApp customers as well as targeting net new logos within an assigned base of accounts.
* Build relationships at multiple levels of a organization in order to better understand the strategies, initiatives and goals of both the company and the individuals within each company
* Perform deep and extensive research into an assigned customer base of both NetApp and non-NetApp customers to uncover trends, challenges and/or initiatives that drive more meaningful conversations and business outcomes.
* Proficient and effective at using all available sales enabling tools available to uncover target personas and opportunities within my customer base, ex. LinkedIn, Sales Navigator, Tech Target, proprietary propensity dashboards, etc.
* Seek opportunities to develop new channel partner relationships while nurturing existing channel partner relationships through regular cadence meetings, partner events, etc. NetApp is a partner-lead sales organization.
* Stay keen on NetApp’s differentiators in the in the industry and ensure partners and customers are stay educated on the NetApp unique data management capabilities
* Assemble and lead teams of internal and external resources needed for customer engagements and host prep sessions with relevant team members to outline the agenda for the customer meeting, delegate the role each team member will play in the meeting and to share the goal for each customer engagement.
* Stay current and knowledgeable about new NetApp innovations as well as those of our competitors and ensure customers stay informed.
* Very effective at selling both virtually or in-person
* Manage pipeline of opportunities through deal progression and provide accurate weekly forecasts using Salesforce

**LUMEN TECHNOLOGIES**

**Account Director, Memphis TN,** Feb 2018 – October 2020

Creating endless opportunities to drive revenue within a very small base of top-named accounts in Memphis TN with responsibility to own every aspect of the customer experience from cradle to grave.

* Target, retain and grow revenue within an assigned customer base of existing and dark accounts by positioning a vast portfolio of technology-based solutions.
* Cultivate relationships with the C-Suite as well as all other positions of influence throughout my customers organization while working to understand and close gaps and silos within their organization.
* Push to address customers unique and complex challenges by thinking outside the box in order to provide innovative solutions tailored to address the specific needs and goals of the customer
* Assemble and lead a team of internal resources needed for each opportunity and collaborate with them regularly to develop a strategy that will ensure success for the team and maximize each opportunity.
* Strive to understand the customers business at a very deep level through meetings, research, networking, and constant communication with customer leadership. Become an expert about their business
* Position myself as an extended part of my customers team and a trusted resource in order gain insight about future initiatives for their organization; bring ideas to them and create opportunities that do not currently exist.
* Nurture long sales cycles starting from initial discovery of the opportunity through to close. Actively negotiate long-term, multi-million dollar contracts that are mutually beneficial to my company and my customer. Stay heavily engaged through implementation to ensure the best customer experience possible.
* Seek out opportunities to further learn and develop the skills and knowledge necessary to enhance and broaden expertise in the full product suite.
* Provide weekly forecast updates and daily funnel management through SalesForce. Use Account Plans to provide visibility upstream.

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**WINDSTREAM ENTERPRISE**

**Enterprise Account Executive, Memphis TN,** 2005-2018

Responsible for generating revenue from technology-based products and services to targeted enterprise organizations within a defined territory including Memphis, West Tennessee and North Mississippi

* Target and develop new business through market research, networking, cold calls and referral partner development
* Nurture long sales cycles to the close using a disciplined, structured sales process based on strategic and consultative sales techniques; manage the progression of all leads and opportunities through Salesforce
* Negotiate long-term, high dollars contracts; secured a 5-year contract totaling $5.4 million in total revenue (December 2014)
* Establish and build deep understanding of the goals and initiatives of C-Levels and moving downward to other buying influencers
* Design and deliver complex, technical solutions tailored to address the specific goals and challenges uncovered during discovery meetings at all levels of an organization; assemble and lead a team of internal resources needed for each account from first meeting to close
* Tasked with presenting complex solutions to groups of individuals with varying degrees of technical expertise (C-Levels, Board of Directors, Business Owners, IT Directors, Office Administrators, etc.)
* Assist new customers with developing an implementation plan and oversee successful execution of plan
* Manage customer's expectations and experience to build strong, mutually beneficial relationships resulting in customer loyalty, upsells and referrals.

**EDUCATION**

UNIVERSITY OF TENNESSEE, Martin, Tennessee

**Bachelor of Science degree**

NASHVILLE SCHOOL OF LAW, Nashville, TN

**ADDITIONAL TRAINING & CERTIFICATIONS**

*Social Selling Achievement Index, 2018 Credential ID 11976110*

*Miller Heiman Strategic Sales Training, 2015*

*Introduction to Cloud Computing, 2021*

*Introduction to Artificial Intelligence, 2021*

*NetApp Cloud Native Accreditation, 2022*

*Smart Thinking, Overcoming Complexity 2020*

*Foundations of the 4th Industrial Revolution, 2020*