

Ivan Ostapenko

Hungry, self-motivated sales professional looking to make an impact.

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PROFESSIONAL EXPERIENCE

Workato, Remote, CO — Embedded Account Executive

APR 2024 - PRESENT

- Responsible for new logo acquisition in a territory of ~100 named accounts and account management, growth & expansion of ~20 customer accounts.
- Responsibilities include prospecting, strategic outreach, opportunity discovery & qualification, POC execution, contract & terms negotiation, customer enablement, etc.
- Q3 2024 Quota Attainment: 169.47%
- Q2 2024 Quota Attainment: 1953.47%

Jitterbit, Remote, CO — Mid-Market Account Executive

MAY 2023 - APR 2024

- Responsible for new logo acquisition for Jitterbit in the West Region including prospecting, qualification, building a business case, and negotiations.
- Coached, mentored, and worked closely with 2 SDRs to initiate specialty outbound campaigns and create sales opportunities.
- Q3FY24 Quota Attainment: 100.12%
- Q2FY24 Quota Attainment: 101.43%

Mira Action, Remote, CO — Board Member

MAR 2022 - PRESENT

- Personally delivered ER vehicles and medical supplies to Ukrainian hospitals including procurement, vehicle registration, logistics, etc.
- Created a custom Shopify website to process donations for specialty campaigns.

EDUCATION

Chico State University, Chico, CA — Event Management

AUGUST 2018 - DECEMBER 2021

- Coursework specializing in event budgeting and finance, promotion and marketing, customer service, business leadership, accessibility and facility management, and business operations.
- Led a group of 32 students to create a professional development conference that drew an attendance of 500+ students, included 12 speakers, and was recognized as the biggest event of the year.

SKILLS

Prospecting & Messaging

Persistence & Follow-Up

Coachability

Active Listening

Sales Qualification

Solution Selling

TECHNOLOGIES

Salesforce - CRM

Outreach / Salesloft

ExecVision

Linkedin Sales Navigator

ZoomInfo

Adobe Creative Suite

LANGUAGES

English - native

Ukrainian - native

Russian - native

Spanish - proficiency

REFERENCES

George Gallegos - CEO, Jitterbit

george.gallegos@jitterbit.com

Josh Medina - Manager, Workato

josh.medina@workato.com

ADDITIONAL WORK EXPERIENCE

Jitterbit, Remote, CA — *Sr. Sales Development Representative*

JUN 2022 - APR 2023

- Supported onboarding of 5 new SDRs including sales process training, role plays, industry and product training, etc.
- Supported transition from Outreach to Salesloft by building out Cadences, Templates, Snippets that were used by 50+ reps globally.
- FY'23 Quota Attainment: 103.66% (Top Performer)
- Sales Accepted Opportunities Created: 128 (Top Performer)
- Closed Won Opportunities by SDR - 38 (Top Performer)

Jitterbit, Remote, NY — *Sales Development Representative*

JUN 2021 - MAY 2022

- FY'22 Quota Attainment: - 116.85% (Top Performer)
- Sales Accepted Opportunities Created: 108 (Top Performer)
- Closed Won Opportunities by SDR - 18 (Top Performer)