

# 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 ~30 customer accounts.
- Responsibilities include prospecting, strategic outreach, opportunity discovery & qualification, POC execution, contract & terms negotiation, customer enablement, etc.
- Q3FY26 Quota Attainment: 102.7%
- Q1FY26 Quota Attainment: 114.96%
- FY25 Quota Attainment: 199.97% and President's Club

### Jitterbit, Remote, CO — Mid-Market Account Executive

MAY 2023 - APR 2024

- Responsible for new logo acquisition and customer account management including prospecting, qualification, POC execution, and negotiations.
- Q3FY24 Quota Attainment: 100.12%
- Q2FY24 Quota Attainment: 101.43%

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

JUN 2021 - 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)
- FY'22 Quota Attainment: 116.85% (Top Performer)

## 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 & GTM Messaging

Persistence & Follow-Up

Coachability & Learning Agility

Active Listening

Sales Qualification

Solution Selling

## TECHNOLOGIES

Salesforce - CRM

Outreach / Salesloft

ExecVision / Gong

Linkedin Sales Navigator

ZoomInfo

Adobe Creative Suite

## LANGUAGES

English - native

Ukrainian - native

Russian - native

Spanish - proficiency

## REFERENCES

George Gallegos - Board, Jitterbit

[george.gallegos@jitterbit.com](mailto:george.gallegos@jitterbit.com)

Josh Medina - Director, Workato

[josh.medina@workato.com](mailto:josh.medina@workato.com)