

KRISTEN ROMOFF

ENTERPRISE SALES PROFESSIONAL

k10wink@gmail.com | kristenromoff.com | 210-895-3798

SOCIAL



@kristenromoff



@kristen.romoff



KristenRomoff.com

PROFILE

As a forward thinking sales person with 15+ years experience in selling technology, I know firsthand the importance of discipline and communication with customers throughout the deal cycle. Having successfully managed both install base as well as prospecting for new business allows me to combine the effectiveness found in both approaches and think outside of the box to close strategic deals. I am very knowledgeable in generative AI, cloud hosting, IoT and smart factory solutions, AI/ML as well as the AWS product portfolio and partner ecosystem. Seeking a sales role where I can continue to grow my expertise and experience both personally and professionally.

PROFESSIONAL EXPERIENCE

Klika Tech

Worked Remotely
September 2024 - Present

- Work diligently with both partners and customers alike to deliver solutions built on AWS.
- Closely involved with our project teams and customer throughout the development cycle.

TensorIoT

Enterprise Territory Manager
March 2023 - September 2024

- Responsible for building relationships and growing the companies top 10 customers throughout a multi-month (some as long as 12+ months) project deployment
- Held regular Steering Committee meetings with all stakeholders to gather feedback and initiate any necessary improvements

OVH

Enterprise Account Manager
November 2017 - March 2023

- I managed successfully 100+ install-base customers in addition to closing new business
- Accurately project forecasts and report to the CRO with our State of the Business

Rackspace

Business Development Consultant III
June 2012 - September 2017

- Built & implemented hosting solutions to support customers critical applications.
- Spear-headed initiatives to improve processes and enhance collaboration
- Continuously exceeded quota and was recognized by our CEO, Taylor Rhodes for my FANATICAL service.

Vintage Pub

Owner/Operator
December 2007 - March 2010

- Operated autonomously in all facets of the business, i.e., applying for and maintaining licenses, marketing strategy, staff development and training for Vintage Pub.

STRENGTHS

- ANALYTICAL
- COMPETITION
- ACHIEVER
- FOCUS
- LEARNER
- RESPONSIBILITY
- SIGNIFICANCE
- DISCIPLINE
- RELATOR
- INDIVIDUALIZATION

The strengths above are my results from
STRENGTHS FINDER 2.0 by Tom Rath

EXPERIENCE EDUCATION / PERSONAL

HOT LABS

Rackspace Course in Coding for Beginners

AESTHETICIAN @ SAN JACINTO COMMUNITY COLLEGE

August 2002 - May 2003

DIPLOMA @ CONCORDIA LUTHERAN HIGH SCHOOL

Graduated May 2002