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Top Skills

Solution Selling
Sales Process
Sales

Honors-Awards

Sage Inner Circle 2009
Sage Inner Circle 2008

Jesse Gonzales

Sales Leader
Austin, Texas Metropolitan Area

Summary

- * Proven success breaking into Fortune 500 and Global 2000 Accounts
- * Over 20 years of sales experience for Inbound/Outbound Sales-Technical Support for SaaS, Cloud, and Server-based solutions.
- * Top in sales and lead generation in the past 10 years with the commitment to producing results above and beyond expectations
- * Excellent proposal writing that develops and presents proposals which convey the business need and client benefit
- * Experienced in selling to decision-makers (CFO, CEO, COO) across the nation to help understand nonprofit and for-profit customer's business needs and then align solutions for profit.
- * Successful track record of providing and driving a powerful strategic vision to maximize growth and profitability
- * Grew sales growth over 300% over the previous 3 years
- * Raised ASP by 200% over a 2 year period
- * Identification and penetration of new markets to build market share by 50%
- * Effective introduction of new product lines and programs to a diverse customer base
- * Efficient implementation of operational planning to achieve aggressive budget goals
- * Proven history of recruiting and developing top-performing sales teams across North America
- * Experienced at prospecting and new account/new territory development to promote business growth

Specialties: an Advance user of Prospecting Tools: Zen/Apollo, Marketing Tools: Hubspot, Outreach, Website Tools: Olark, Intercom, Slack, CRM: Salesforce, Pipedrive, Hubspot, Netsuite, Demo Tools: Zoom, GoToMeeting, Join.me, Telecom: 8x8, Talkdesk Email Tools: Vocus.io, Gorgias, Dailer: FrontSpin

Experience

Owsy Corporation

Sr. Sales Leader and Sales Operations

January 2019 - Present (2 years)

Austin, Texas

Responsible for building the entire sales process, including messaging, cadence, and technology. Executing Sales Plan for the North America Growth for BindHQ

BindHQ is the Leading Cloud AMS For PnC, Specialty Insurance Distribution. Bind HQ provides policy, accounting and document management at a fraction of the price of a traditional AMS and is accessible anywhere with an Internet connection.

SalesWings

Territory Sales Director

January 2018 - February 2019 (1 year 2 months)

Austin, Texas Area

Responsible for building the entire sales process, including messaging, cadence, and technology. Executing Sales Plan for the Global Growth.

SalesWings is a plug-and-play website lead tracking and lead scoring solution that brings all its value to you via notifications and an intuitive lead list. It tracks leads flexibly through any email marketing solution, web form/landing page tool, sales prospecting software and even Gmail & Outlook.

SalesWings allows your sales and marketing team to sell better, shorten the sales cycle and increase close rate. With SalesWings your team will have real-time information on website visits, including a full visit summary to be more effective, with a positive impact on sales.

Furthermore, SalesWings delivers on the desire for an “easy to implement” software solution. Our direct involvement in the implementation process and commitment to expedient staff adoption through intuitive training and support resources is unrivaled.

SalesWings solutions are cost-effective. Setup is quick and easy. Impact is immediate.

Impact Technologies Group, Inc.
Director of Distribution and Sales
April 2017 - December 2017 (9 months)
Austin, Texas Area

Responsible for developing and managing carrier, distributor, and industry relationships with all involved in servicing and creating value for policyholders.

Responsible for building the entire sales process, including messaging, cadence, and technology. Implemented HubSpot as Marketing Automation tool. Executing Sales Plan for the United States.

Impact Technologies Group, Inc. has been ahead of its time when it comes to making insurance agents, financial advisors – and, most important, their clients – financially successful at every key stage in their lives. Impact empowers IMOs, BGA's, and Advisors through its software tools and applications Technology For Wealth™ – the most advanced mobile applications and analytics to increase advisors' closing rates while helping to maximize their clients' wealth.

Impact's software analytics are always updated to support the latest compliance requirements and regulations, but our 360° software solutions go well beyond that, touching every point of the product provider-financial advisor-client value chain. Our presentations and reports are recognized for being tunable by target audience: easy-to-understand, direct and actionable. Impact's state-of-the-art software solutions, as exemplified by our iPad application for Social Security Explorer, embody modern sales psychology without sacrificing the rigor of compliance.

InforcePRO® software
2 years 7 months
Director, National Sales
January 2015 - April 2017 (2 years 4 months)
Austin, Texas Area

InforcePro was Acquired

Hired & trained inside sales team;
Hired & trained MDR team to complement lead gen. efforts;
Grew sales by 600%;
Raised ASP by 200% over a 2 year period;

InforcePRO™ is the world's #1 life insurance book of business management tool, enabling advisors to download, manage, & audit existing contracts automatically. It enables advisors to see inforce policy information across carriers based on their agent codes & to see issues & opportunities using a four-decade archive of contracts and rate tables.

Job Responsibilities:

Sells InforcePRO by implementing national sales plans; supervising regional sales managers and business development executives

Job Duties:

Establishes InforcePRO sales objectives by forecasting and developing annual sales quotas for regions and territories; projecting expected sales volume and profit for existing and new products.

Implements InforcePRO national sales programs by developing field sales action plans.

Maintains InforcePRO sales volume, product mix, and selling price by keeping current with supply and demand, changing trends, economic indicators, and competitors.

Completes InforcePRO national sales operational requirements by scheduling and assigning employees; following up on work results.

Maintains InforcePRO national sales staff by recruiting, selecting, orienting, and training employees.

Maintains InforcePRO national sales staff job results by counseling and disciplining employees; planning, monitoring, and appraising job results.

Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; participating in professional societies.

Contributes to team effort by accomplishing related results as needed.

National Sales Executive

October 2014 - January 2017 (2 years 4 months)

Austin, Texas Area

InforcePro was Acquire

InforcePRO™ is the world's #1 life insurance book of business management tool, enabling advisors to download, manage, & audit existing contracts automatically. It enables advisors to see inforce policy information across carriers based on their agent codes & to see issues & opportunities using a four-decade archive of contracts and rate tables. In 2013, InforcePRO™ reached a major milestone by earning the financial backing of a fund helmed by the former CEO of John Hancock Financial Network. InforcePRO™ has roughly tripled its subscriber base in 2013-14 and aims to be in use by 20,000 advisors by next year.

Red Book Connect

Regional Business Development Executive

April 2014 - September 2014 (6 months)

Austin, Texas

Red Book Connect provides mobile solutions for managing restaurants. From hiring, training, scheduling, inventory, shift management and more, our mobile solutions are redefining the industry. We simplify your daily grind and put you in control of everything that powers the heart of the house, saving time and money. Our tools are game-changing. Our mission is to help increase revenue, streamline operations and make life easier for everyone in the restaurant world.

Abila

Solutions Specialist

November 2007 - April 2014 (6 years 6 months)

Specialize in business development and software sales for Sage Non-Profit Solutions to Non-Profit Organization throughout the United States. Working directly with Directors of IT, CFO, CEO, and Board of Directors to implement specialty software that directly benefits the organization and how the organization functions on a day to day basis. Analyze business structures and cost analysis diagrams to best fit software suites that will not only streamline day to day operations but provide a cost effective solution for the organization.

Responsibilities:

Possess strong knowledge pertaining to multiple windows based software solutions and proven success in selling at the enterprise level. Proven ability to handle high volume transactional sales while building account set. Implement

designed sales strategies to take Non Profit Organizations, Government, and Education accounts through the enterprise/individual software licensing process. Establish contact with potential customers who have downloaded software demos via the website and educate them on product functionality/ licensing as well as assist them through the sales cycle. Establish contact with potential customers in the sales contact management database to generate new business. Use established policies and procedures to conduct daily affairs, including daily number of sales calls made, the distribution of collateral material and organized scheduling of customer follow-ups Maintain contact with potential customers through the sales cycle by using email or timely phone calls in a manner that leads to a successful point of closure. Work effectively in a team environment to achieve sale quota on a monthly basis.

DMG

Inside Sales for Microsoft Business Solutions

April 2002 - November 2007 (5 years 8 months)

Specialize in business development of software sales for Microsoft Business Solutions to Fortune 500 companies throughout the United States. Working directly with Directors of IT, CFO, CEO, and Board of Directors to implement specialty software that directly benefits the company and how the company functions on a day to day basis. Analyze business structures and cost analysis diagrams to best fit software suites that will not only streamline day to day operations but provide a cost effective solution for the company.

Responsibilities

Possess strong knowledge pertaining to multiple windows based software solutions and proven success in selling at the enterprise level. Proven ability to handle high volume transactional sales while building account set. Implement designed sales strategies to take Corporate, Government, and Education accounts through the enterprise/individual software licensing process. Establish contact with potential customers who have downloaded software demos via the website and educate them on product functionality/ licensing as well as assist them through the sales cycle. Establish contact with potential customers in the sales contact management database to generate new business. Use established policies and procedures to conduct daily affairs, including daily number of sales calls made, the distribution of collateral material and organized scheduling of customer follow-ups Maintain contact with potential customers through the sales cycle by using email or timely phone calls in a manner that leads to a successful point of closure. Demonstrate the necessary skills to negotiate with customers using a Win/Win

philosophy. Work effectively in a team environment to achieve sale quota on a monthly basis.

Harte-Hanks

Account Supervisor

August 2000 - March 2002 (1 year 8 months)

Austin, Texas Area

Progressive Insurance

Policy Underwriter

March 1998 - April 2000 (2 years 2 months)

Dean Allen & Associates

Account Executive

March 1999 - February 2000 (1 year)

Harris Publishing

Senior Sales Supervisor

October 1994 - November 1997 (3 years 2 months)

AT&T

Operator Services

1981 - 1993 (12 years)

Education

Texas State University

Associate's degree, Business Administration and Management,

General · (1980 - 1984)