Ryan O'Connor

Mid-Market Account Executive

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SUMMARY

Account executive with 6 years in B2B SaaS, selling to finance and IT buyers at mid-market companies. Closed 118% of a $1.24M quota in FY2025 and ranked 2nd of 14 reps, with an average deal of $41K ARR. Builds about 40% of closed pipeline from outbound.

EXPERIENCE

Mid-Market Account Executive — Brightvault Software

Nashville, TN · Feb 2023 – Present

- Closed $1.46M in new ARR in FY2025, 118% of a $1.24M quota, ranking 2nd of 14 mid-market reps.
- Ran 60- to 90-day sales cycles with finance and IT buyers using MEDDICC, from discovery through security review and procurement.
- Sourced 40% of closed pipeline through outbound to target accounts with LinkedIn Sales Navigator and personalized Outreach sequences.
- Raised average deal size from $28K to $41K ARR by selling multi-year terms and the analytics add-on.

Account Executive, SMB — Hearthstone Payroll

Nashville, TN · Jan 2021 – Jan 2023

- Closed 95 new small-business customers in 2022 at 112% of quota, with an average sales cycle of 21 days.
- Kept every opportunity current in Salesforce, with forecasts within 5% of actuals for 6 straight quarters.
- Wrote a demo script for restaurant owners that the team adopted, lifting demo-to-close from 22% to 29%.

Sales Development Representative — Hearthstone Payroll

Nashville, TN · Jun 2019 – Dec 2020

- Booked 18 qualified meetings a month on average and was promoted to account executive after 18 months.

SKILLS

Sales: Full-cycle B2B sales, MEDDICC, discovery, negotiation, multi-threading, forecasting

Tools: Salesforce, Outreach, Gong, LinkedIn Sales Navigator, DocuSign

Markets: Mid-market finance and IT buyers, payroll and HR software

AWARDS

President's Club, FY2025

Top new-logo seller, SMB team, Q3 2022

EDUCATION

B.B.A. Marketing, Belmont University, 2019

Fictional example by FindAJobAI: the person, employers and numbers are invented.