Zane Eriksen

Sales Manager

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SUMMARY

Sales manager with 6 years leading B2B teams in software and industrial distribution. Manages a team of 8 reps that closed $4.2M in new business last year, 112% of quota. Rebuilt the onboarding program that cut new-rep ramp time from 5 months to 3. Known for pipeline discipline and coaching reps through stalled deals.

EXPERIENCE

Sales Manager — Brightpath Software

Charlotte, NC · Apr 2022 – Present

- Manage a team of 8 account executives covering mid-market accounts, closing $4.2M in new business last year against a $3.75M quota.
- Rebuilt the new-hire onboarding program with weekly call reviews and a shared objection playbook, cutting ramp time from 5 months to 3.
- Run weekly pipeline reviews across 60-80 open opportunities in Salesforce, catching 15 stalled deals a quarter before they slipped to next period.
- Coached 2 underperforming reps back to quota within 2 quarters through side-by-side calls and a revised territory plan.
- Partnered with marketing to launch a referral program that added 45 qualified leads a quarter at no additional ad spend.

Senior Account Executive — Ferron Industrial Supply

Charlotte, NC · Feb 2019 – Mar 2022

- Carried an individual quota of $1.1M and closed 118% of plan in 2021, the top result among 14 reps.
- Built a territory of 90 mid-size manufacturing accounts from a cold list, landing 22 new logos in 2 years.
- Mentored 3 new reps informally before being promoted, 2 of whom hit quota in their first 6 months.

SKILLS

Sales process: Pipeline management, forecasting, territory planning, quota setting, deal review

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

Leadership: Hiring, coaching, 1:1s, performance plans, commission plan design

Methodology: MEDDIC, consultative selling, value-based negotiation

CERTIFICATIONS

Sandler Sales Management Certificate, 2022

EDUCATION

B.A. Business Administration, Western Carolina University, 2016

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