

Patrick Kirby

8608 Winterstien Dr. ♦ Austin, Texas 78745 ♦ 301.807.3383 ♦ PkirbyinATX@gmail.com

Profile

- Creative analytical thinker skilled in problem-solving
 - Experienced presenter with strong oral and written communication skills
 - Able to quickly assess and meet the needs of others
 - Great at cultivating positive working relationships with others; fun, good sense of humor
 - Extremely tech-savvy with years of experience in the IT Value Added Reseller space
 - Skilled multi-tasker able to thrive in fast-paced, demanding environments while meeting time sensitive deadlines and quickly prioritizing multiple tasks
-

EXPERIENCE

Renewals Account Manager - SaaS

April 2018 to Present Day

LifeSize, Austin, Texas

- ♦ Exceeded quota set by management every quarter without fail
- ♦ Drove and managed opportunities through both channel and direct sales
- ♦ Trained channel partners on Lifesize products as well as our sales process
- ♦ Displayed ability to accurately forecast, track and manage business

Senior Channel Account Manager

May 2017 to April 2018

Zepol Sales, Austin, Texas

- ♦ Responsible for managing and promoting 3 brands within the SHI Channel (D-link, Humanscale, Tech Products 360)
- ♦ Organized and conducted numerous offsite events and huddles where I would present my clients' solutions and help the reps better understand what they were and how they could start a conversation around them with their customers
- ♦ Continuously networked within SHI to ensure I stayed in front of as many sales reps as possible
- ♦ Assisted SHI sales reps by answering any questions they may have and helping them find the solution that would best meet their customer's needs

Inside Sales Account Manager

March 2014 to April 2017

SHI International, Austin, Texas

- ♦ Managed large and highly transactional account sets in the Canadian and Tennessee sales territory
- ♦ Frequently worked multiple projects simultaneously entailing all parts of the IT space, including client business, Microsoft and Data Center opportunities.
- ♦ Coordinated project planning meeting with customers and vendors with existing customers as well as through cold calling
- ♦ Recipient of multiple sales awards for far exceeding quota on a monthly basis

Inside Sales Specialist

August 2013 to January 2014

QuickGifts, Austin, Texas

- ♦ Responsible for discovering, pitching and closing decision makers on our solutions
 - ♦ Prospected and managed own leads in Salesforce
 - ♦ Consistently hit above monthly quotas
 - ♦ Worked on multiple projects simultaneously including partnerships with Amazon and Sam's Club
-

Professional Experience

Bachelor of Arts in Advertising

May 2010

St. Edward's University, Austin, Texas

Study Abroad Experience

Summer 2005

Antonio de Nebrija University, Madrid, Spain

Education