

Jordy Clements

1229 E 26th Avenue
Denver, CO 80205
jordy.clements@gmail.com
(857) 540-1382

jordyclements.com
{resume ~ writing samples}

*Diverse marketing and sales background (direct/channel); SEO/SEM and content creation for web/print
superior written and verbal communication skills with extensive public speaking experience*

WORK EXPERIENCE

RingCentral; Centennial, CO

August 2015 – September 2017

Senior Account Executive

- MidMarket account manager (North Texas) with both outside (customer meetings, events) and inside responsibilities
- Drove sales predominantly through channel development (meeting with new channel partners, master agents, etc.) and enablement (customized pitch decks, collaboration on content, access to internal resources); worked with internal resources (PMs, content writers) to improve direct and channel-focused marketing and materials
- Experienced in SaaS/UCaaS space; expert on RingCentral platform; exposure to 8x8 and other VoIP, contact center, video conferencing, team collaboration, and related software platforms (CRMs, Slack, Skype for Business, etc.)

Oracle Corporation; Broomfield, CO / Burlington, MA

May 2013 – August 2015

Account Executive / Account Manager

- Met or exceeded \$1MM+ yearly budget by closing large, complex deals comprised of enterprise-grade servers, storage, and networking solutions; developed in depth knowledge of enterprise IT stack through involvement in sales cycles for servers, storage, cloud services, virtualization, database, networking, and applications (HCM, ERP, BI, etc.)
- Drove net-new business in on-site meetings with C-level executives of companies up to \$50MM+ in annual revenue across 4 state region; acted as inside sales support for internal teams working with global companies (market cap \$50bn+) across broad range of industries (ING Financial, Hertz, Toys 'R' Us, Campbell's Soup, etc.)
- Prospected daily for new business via phone and email while maximizing run-rate business with established customers

Preview Properties; Allston, MA

January 2011 – February 2013

Assistant Manager / Sales and Leasing Agent

- Led rental office in total rental volume in first full year on the job (55+ deals); met monthly bonus thresholds by leading company (35+ agents) in deals; consistent high performer, ranking from first to no lower than fourth in monthly volume during tenure with company, generating over \$250,000 in total volume
- Trained new agents on negotiation, market knowledge, and database use; maintained landlord relationships to grow listing and management contracts; assisted in-house developer in modifying custom CRM/database software

Omaha.net; Omaha, NE

March 2009 – November 2010

Co-owner / Content Czar

- Co-founded internet start-up based on domain acquisition and development; assisted in purchase of hundreds of undervalued and under-performing web properties; grew largest, Omaha.net, from zero to >10,000 unique monthly IPs
- Sold custom-designed advertising packages and related services (website design, SEO, SEM consulting) for SMBs and events of 4000+ people (Maha Music Festival, ICAN Women's Leadership Conference, Riverfront Wine Festival);
- Managed all content on Omaha.net, including writing, pictures, and video; assembled team of 15+ contributors, editing and optimizing all contributors' writing; managed up to three interns (two video, one PR/Marketing)
- Appeared on TV, radio, and at events to promote brand; managed social media, driving 40% of site traffic (increased Facebook Likes from 0 to 1200+ in <6 months); designed/edited bi-weekly newsletter (over 500 subscribers)

Regent Hall; *English and Literature Teacher*; Seoul, South Korea

December 2007 – September 2008

EDUCATION

Boston College, College of Arts and Sciences; Chestnut Hill, MA

May 2006

Bachelor of Arts in English and Philosophy, GPA 3.59 / 4.00

- Creative Writing Concentration; honored as one of six students per class, out of over 600 English majors
- Senior Honors Thesis in Poetry; one of two Theses in the senior class consisting entirely of original poetry

SKILLS

Computer: Salesforce.com, Adobe CS (Photoshop/Lightroom), Microsoft Office, HTML/CSS/WordPress, AdWords
Language: conversational Spanish, conversant in Korean; Dual citizen (US/UK)

INTERESTS

Travel (51 countries, 6 continents), Rock Climbing, Snowboarding, Soccer, Hiking, Photography, Public Speaking