

# Liam O'Connell

Enterprise Account Executive

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## SUMMARY

Enterprise AE with 11 years closing seven-figure cloud and SaaS deals across Fortune 500 accounts. \$6.2M net-new ARR and Chairman's Circle (top 1%) at Microsoft, 3x President's Club winner with 138% average attainment, and a documented 22-stakeholder \$1.4M ACV displacement closed in 13 months.

## EXPERIENCE

### Enterprise Account Executive

Microsoft Azure • San Francisco, CA • 07/2021 - Present

- Closed \$6.2M net-new Azure ARR in FY24 against a \$4.5M quota (138% attainment); named to Chairman's Circle (top 1% of US enterprise sellers)
- Orchestrated a 13-month, 22-stakeholder displacement of an incumbent at a Fortune 100 retailer - \$1.4M ACV with \$2.1M expansion identified in year two
- Managed a named-account portfolio of 12 strategic accounts averaging \$850M+ revenue; pipeline coverage held at 4.2x quota across 8 quarters
- Co-led the AI/ML technical review board for the West region; influenced \$14M in committed cloud commit (MACC) renewals

### Senior Enterprise Account Executive

Salesforce - Industries Cloud • San Francisco, CA • 01/2018 - 06/2021

- President's Club 2019 and 2020 (back-to-back); 142% and 131% attainment against \$3.2M and \$3.8M quotas
- Closed Salesforce Industries' largest healthcare deal of FY20 - \$2.4M TCV across 18 stakeholders and 14 months
- Trained 6 newly hired enterprise AEs on MEDDPICC and Challenger; 4 of 6 hit ramp quota in their first full quarter

### Enterprise Account Executive

Oracle Cloud Infrastructure • Redwood Shores, CA • 03/2014 - 12/2017

- President's Club 2017; 119% attainment on \$2.4M quota with 5 net-new logos averaging \$310K ACV
- Promoted from Mid-Market AE to Enterprise AE in 22 months after hitting 138% in trailing year

## EDUCATION

### Bachelor of Science

University of Notre Dame • Notre Dame, IN • 05/2013

Business Administration

## SKILLS

MEDDPICC

Challenger Sale

Enterprise Negotiation (\$1M+ deals)

Salesforce / Clari / Gong

Account Mapping (Power Bases)

Forecast Accuracy

C-Suite Executive Selling

Multi-Threaded Deal Management

## LANGUAGES

English • Native

## STRENGTHS

### Seven-Figure Deal Orchestration

Closed deals up to \$2.4M with 22-stakeholder buying committees.

### Process Discipline

MEDDPICC and Challenger certified - forecast accuracy 92% trailing 4 quarters.

## CERTIFICATES

### MEDDPICC Master Certified

MEDDIC Academy • 06/2022

### Challenger Sale Certified

Challenger Inc. • 09/2019

### Microsoft Solutions Sales Specialty

Microsoft • 11/2021