

Maya Sterling

Inside Sales Account Executive

✉ maya.sterling@email.com ☎ (555) 612-9087 📍 Denver, CO 🌐 linkedin.com/in/mayasterling

SUMMARY

Inside sales AE with 6 years closing high-volume SaaS deals. 143% quota and #1 inside AE of 35 at Oracle NetSuite in FY24, 28% close rate vs 19% team average, and an SDR-to-AE promotion in 11 months at Zoom with ramp quota hit in 60 days.

EXPERIENCE

Senior Inside Sales Account Executive

06/2022 - Present

Oracle NetSuite

Denver, CO

- 143% of quota in FY24 (\$1.86M ARR / \$1.30M target); ranked #1 of 35 inside AEs in the Central region
- 28% lead-to-close conversion vs 19% team average (9 points higher) using Gong-led self-coaching loops
- Maintained 82 connect dials per day across 6 quarters; 14% of touches converted to qualified meetings (vs 9% team avg)
- Closed 78 net-new logos averaging \$23K ACV and 47-day average sales cycle

Inside Sales Representative

09/2020 - 05/2022

Zoom Video Communications

San Jose, CA (Remote, Denver CO)

- Promoted SDR-to-AE in 11 months after hitting 138% as an SDR
- Hit ramp quota in 60 days as an AE; 124% trailing-twelve-month attainment with 58 deals at \$18K average ACV

Sales Development Representative

01/2020 - 08/2020

Zoom Video Communications

San Jose, CA (Remote)

- 138% of SDR quota; sourced \$1.9M in pipeline with 64 SQLs in 8 months

SKILLS

- High-Velocity Inside Selling
- Outreach / Salesloft Cadences
- Gong Call Analysis
- Salesforce CRM
- Discovery Frameworks (BANT, MEDDIC)
- Trial-to-Paid Conversion
- Pipeline Coverage Discipline (3.5x+)

CERTIFICATES

MEDDIC Foundations

07/2023

MEDDIC Academy

Salesforce Trailhead Inside Sales Trail

03/2023

Salesforce

AWARDS

Oracle NetSuite #1 Inside AE - Central Region

01/2025

Oracle

Zoom Inside Sales Rookie of the Year

06/2021

Zoom

HOBBIES

Yoga and trail running