

Adaeze Okonkwo

Strategic Account Executive

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SUMMARY

Strategic AE with 14 years orchestrating multi-million-dollar account growth at Salesforce and Oracle. Drove \$4.2M expansion at a single flagship account (\$18M to \$22.2M ARR), hit 161% of a \$7M growth quota in FY24, and co-presented with a top-3 US bank at Dreamforce 2023 to 1,200 attendees.

EXPERIENCE

Strategic Account Executive 08/2019 - Present
Salesforce - Financial Services Cloud New York, NY

- Hit 161% of \$7M growth quota in FY24 (\$11.3M expansion ARR) across 6 strategic financial-services accounts
- Drove \$4.2M expansion at a single flagship US-bank account - growing from \$18M to \$22.2M ARR over 18 months
- Co-presented at Dreamforce 2023 with a top-3 US bank executive to 1,200 attendees on AI-enabled customer service transformation
- Built joint roadmap and QBR cadence with 4 customer C-suite teams; produced 14 executive sponsor briefings per year

Senior Enterprise Account Executive 03/2014 - 07/2019
Oracle Cloud Applications New York, NY

- President's Club 2017 and 2018; 134% and 142% attainment on \$4M and \$4.6M quotas
- Closed Oracle's largest banking-cloud deal of FY18 - \$3.1M TCV across 14 stakeholders and 16 months
- Led account-planning workshops for the East region's top 12 named accounts using SAMA methodology

Account Executive 08/2010 - 02/2014
IBM Software Group Armonk, NY

- 119% trailing-twelve-month attainment; closed 9 net-new logos in financial services averaging \$480K ACV
- Promoted from inside sales to field AE in 18 months

SKILLS

- Strategic Account Management (SAMA)
- Executive Sponsor Programs
- Account Planning (Power Bases / RAD)
- MEDDPIC
- QBR Facilitation
- Salesforce / Clari / LinkedIn Sales
- Navigator
- C-Suite Storytelling

CERTIFICATES

Strategic Account Management Association (SAMA) Certified 06/2020
SAMA

MEDDPICC Master Certified 09/2021
MEDDIC Academy

AWARDS

Salesforce Strategic AE of the Year - FINS 01/2025
Salesforce

Oracle President's Club 2017, 2018 02/2019
Oracle

HOBBIES

Board member, NYC Black MBA Association