**Jay Mirza**

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**Summary**: Driven & passionate individual with 5 years of enterprise software sales experience in selling Data, AI, Cloud, ERP, EPM, HCM, FinTech software products and solutions. The aim early on was to gain as much responsibility and challenges and dive into all sorts of disruptive technologies and amazing firms. Now it’s time to hone on that stellar experience to help a firm meet their revenue targets, get new logos, & help build an excellent sales strategy and process.

# **Reply (Industrie Reply) - Detroit, MI (02/20 – 1/21) Enterprise Account Executive/ Senior Consultant**

*Selling supply chain execution, operations, customer experience software*

• Created a pipeline of $5 Million in various verticals/ pillars, total of 81 net new meetings in enterprise firms

• Helped with hiring, forecasting, lead conversion, strategic partnerships, pioneering sales method & strategy

• Sold cloud based software & consulting services to optimize operations, supply chain, & customer experience

• Built relationships with C-suite responsible for digital transformations in ERP, EPM, SCM HCM, CRM processes

**Moody's Analytics (Bureau Van Dijk) - Chicago, IL (04/19-11/19) *Business Development Manager/ Field Sales***

*Selling data and Fintech software to Enterprise Accounts*

• Secured 52 enterprise/mid-market net new meetings ( $422K ), closed $240K in multi-year deal (106%)

• Lead a team of SDRs – coach, guide, develop them to qualify strong leads to close sales and meet quota

• Quota: $1.1M- renewal book- $850,000, new business - $225,000 - both full sales cycle end to end

• 30-50% travel field sales - sold to enterprises above $5 Billion- avg deal: $60,000,3-6-month cycle

# **Hewlett Packard Enterprise (Micro Focus) - Troy, Ml (05/18-12/18) Associate *Account Manager***

*Selling ITOM and ADM ( cloud and hybrid cloud products ) to Enterprise accounts*

• Helped 9 Reps with closing multi-million dollar deals ( assist in RFP, legal, deal desk, operations, procurement )

• Coached, lead, and developed team of SDRs to qualify leads for MQLs, career advancement, monitor pipeline

• Team lead of 4 Asso Account Managers in ramping them up with sales process, operations, pipeline forecasting

• Learned from best practices of field sales reps by attending forecast calls & channel partnerships meetings

**Microsoft Corporation - Fargo, ND (12/17- 05/18) *Inside Sales Representative/ SDS2***

*Selling Microsoft Azure cloud software and services to SMB and Enterprise accounts*

• Achieved 103% of my goals, KPls and metrics ( hybrid closing role), helped close multi-year deal of $550K

• Won an award for meeting highest metrics and meeting quota in a team of 33 people, hybrid closing role

• Qualified and created more than 250 accounts for Microsoft to progress further in sales cycle

• Gathered industry knowledge in learning sessions weekly on Azure, 0-365, MS Dynamics, Cloud Computing, & Al

**Oracle Corporation - Boston, MA (01/17- 11/17) *Business Development Consultant***

*Selling Financial, Human Capital Cloud software (ERP, EPM, HCM) to SMB* & *Enterprise accounts*

• Exceeded revenue quota & KPls (hybrid closing role )-119% of the target overall, helped close a deal of $320K

• Top 5-10% - selected for best practices ( lead conversion, social selling ) to present to over 1200 team mates

• Oracle Sales Academy, Costigan Training, Sandler's Training, Social Selling Trainings to learn sales methods

# **EDUCATION**

**Harvard Business School - HBX Online, HBX (08/18)**

*Disruptive Business Strategy in Sales* - *Completed Certification*

# **The University of Michigan-Dearborn Dearborn, Ml (12/16)**

*Bachelors of Business Administration,* Marketing - 3.60 GPA, High Distinction, Dean's List, Tau Sigma National Honors, Dean’s Excellence Scholarship, Finance Club, American Marketing Association, Alpha Kappa Psi, Consulting Club