**Jim Stalker**

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*Highlights*

* Quota maker. High dollar quotas – $3-30 Million annual quotas obtained.
* Account management experience for IP subscription renewals.
* Experienced managing renewal cycles independently and with a team.
* Successful gaining mult-year renewals.
* Familiar with many west coast based large enterprises.

*Experience*

**CEB now Gartner. 2014-present**

*Senor Account Manager – Large Enterprise – Tech Practice Feb. 2016-present*

Managing ~ 30 large enterprise relationships in the tech practice calling on CIOs, Heads of Infrastructure, Applications, Enterprise Architecture, Information Risk, and PMO. First quarter 117%. Account Manager role is focused on renewing existing business while cross selling into same accounts.

*Senor Account Manager – Large Enterprise – HR Practice Jan. 2014- Jan.2016*

Managing ~ 30 large enterprise relationships with annual goal just under $3MM. Calling on Chief HR Officers, heads of Recruiting, L&D, and Total Rewards. Finished at 90% with $500K in new business and $97% with $500K in new business. Both finishes top 25% of sales teams.

**OneSource. 2013-2014**

*Global Sales Director – Data Solutions*

New business hunter for data and SaaS products. Part of a new “data” team that didn’t work out. Sold several new logos 5 figure deal prior to team being disbanded with new CEO.

**Experian FootFall. 2012-2013.**

*Sales Director*

New business hunter selling an in-development data analytics solution for retailers. Experian sold this business to Tyco.

**SK&A, a Cegedim Company.** **2010-2012.**

*Senior Account Development Executive*

Hunter for SK&A’s list and email marketing services in the healthcare vertical. Organically developed targets. Fast starter closing first major account within 60 days in new industry. Acquired largest new customer for 2011 closing a unique six-figure deal developing a new product for the company in the process.

**Experian Marketing Services.** **2007-2010.**

*Senior Account Director*

Hunting new business for the established b2b/b2c marketing list provider. Researched territory, competitive landscape, and developed a new business strategy that successfully brought on board several large customers. Communicated with product teams market conditions that led to new application of existing products.

**D & B (Dun & Bradstreet). 1999-2007.**

*Multiple Positions*

Exceeding quota six of seven years as Relationship Manager for global and regional business units. Relationship manager position “quarterbacks” in a team selling approach. Penetrated multiple functional areas of accounts. Developed several “C” level relationships that persist till today. Awarded directly by CEO for making the first sales of several strategic software products.

**JVC (Japan Victor Company). 1989-1999.**

*District Manager and other positions*

Promoted from product merchandiser to sales representative to District Manager for the Los Angeles retail market. Led teams and worked with national teams. Exceeded quota every year and promoted to National Account Representative managing events, shows and media relations.

*Education*

M.A., Gonzaga. Communication and Leadership Studies.

B.A., University of California Santa Barbara.