



TOBIAS GREENE

Sales Executive

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LinkedIn | Portfolio

Sales executive with 10 years of experience driving revenue growth in competitive B2B technology markets. Skilled in lead generation, contract negotiation, and territory expansion. Consistently exceeds sales targets through relationship building and solution-based selling. Proven ability to close high-value accounts and lead sales teams toward measurable growth.

Professional Experience

Sales Executive *ZentraTech Solutions, Las Vegas, NV | February 2020 - Present*

- Increased annual revenue by 38% through new account acquisition and upselling to existing enterprise clients
- Built long-term client relationships across a multi-state territory, contributing to a 94% client retention rate
- Developed proposals and negotiated contracts exceeding \$1.2 million annually

Account Executive *Deltek Communications, Henderson, NV | May 2015 - January 2020*

- Achieved 110%+ of sales targets through prospecting, networking, and consultative sales strategies
- Expanded client base by 45% in two years by targeting mid-sized businesses in underserved markets
- Tracked pipeline activity using Salesforce CRM and collaborated with marketing to optimize lead generation

Key Skills

<div></div>	B2B sales
<div></div>	Contract negotiation
<div></div>	Lead generation
<div></div>	Pipeline management
<div></div>	Strategic prospecting

Education and Certifications

Bachelor of Science (B.S.) Business Marketing University of Nevada, Las Vegas, NV | May 2015

Certified Professional Sales Leader (CPSL) NASP | 2019

Salesforce Certified Sales Cloud Consultant 2021