

# MATTHEW HIRSHON

448 East 20<sup>th</sup> St, New York, NY 10009 | matthewhirshon@gmail.com | (516) 410-7202

## Work Experience

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**Lumen Technologies, 1 Pennsylvania Plaza, New York, NY 10119**

**October 2020 - Present**

**Account Manager**

- Selling Lumen technology by cold calling, networking, lead generation, proposal submission, and customer appointments
- Maintaining relationships with 175 accounts with bi-weekly meetings and Quarterly Business Reviews
- Building relationships in order to gain strategic positioning with decision makers, retain revenue, and attain new business
- Developing and implementing account plans to create opportunities to cross-sell/up-sell new and existing customers
- Constructing customer pricing proposals comparing cost savings of Lumen technology to existing IT infrastructure
- Exceeding sales quotas 16 of 19 months generating more than \$3,500 per month in new business
- Providing accurate and detailed weekly forecast funnel of identified and proposed opportunities
- Preparing presentations of Lumen product expansion and re-brand from a telecom company to a full-suite IT solutions provider
- Helping mentor various new team members including training them on prospecting skills, product knowledge, account planning

**Oracle Corporation, Burlington MA, 01803**

**February 2017 - October 2020**

**Account Manager/Oracle Communications Global Business Unit**

**June 2019 - October 2020**

*Prime Account Executive focusing on Oracle Telecommunications solution and SD-WAN*

- Charted with running full sales cycles for Net New accounts with revenue up to \$300M in AL, FL, MS, NY, NJ, and CT
- Increased brand awareness and provided informed decisions on Oracle SD-WAN for prospective customers, resellers, and agents
- Focused on introducing use cases, key differentiators, and SD-WAN landscape comparisons
- Collaborated with business development team and Oracle partners on account strategy, campaigns, and in-territory events
- Constructed proposals showing Total Cost of Ownership savings for customers that resulted in strategic deals in the territory

**Sales Representative OD Prime**

**July 2018 - June 2019**

*Prime Account Executive focusing on Core Technology, Cloud, and Middleware*

- Sold Oracle Core Technology directly or via partners to small and medium-sized accounts in the greater PA area
- Covered all components of Oracle Technology, including Database, IaaS, PaaS, Cloud offerings, and Fusion Middleware
- Generated \$350K in new license and cloud revenue in FY19 and 71K in support revenue
- Developed my own sales plays based off territory knowledge, industry research, and technology products
- Averaged 200 cold calls, 100+ emails and 5 net new customer calls per week
- Built and maintained relationships within the territory with C-Level executives

**Sales and Business Development Representative**

**February 2017 - July 2018**

*License and Cloud Core Technology Consultant: National Southeast Region*

- Cold called, emailed, and used social media selling techniques to build sales pipeline for Field and OD sales teams
- Exceeded 100% quarterly attainment three of five quarters
- Closed over \$40,000 in business, being one of three reps on a team of 11 to have closed revenue
- Mentored team members on account strategy, product knowledge, internal sales tools, ONotes and Fusion CRM

**Prudential Center and the New Jersey Devils, 25 Lafayette St, Newark, NJ 07102**

**June 2016 - October 2016**

**Ticket Sales Associate**

- Sold New Jersey Devils full, partial, single game suite and group ticket packages to clients across the United States
- Met and exceeded sales quotas set by management of \$2,000 in net new sales every month
- Participated in game/event day duties running the activities centered around my customers and finding new ones
- Used cold calling, emailing and social selling to outbound prospect new business leads and logged activity in Salesforce
- Set daily new business appointments and arena tours with prospects where I would go over different packages that best fit them

**Ohio State IMG Sports Marketing, 2400 Olentangy River Road, Columbus, OH 43210**

**June 2015 - May 2016**

**Property Assistant Manager**

- Assisted with activation and fulfillment of sponsorships at promotional events throughout the State of Ohio
- Events consisted of marketing and interacting with customers using interactive stations and attractions
- Direct communication with on-site sponsors and partners to reach goals of promoting Ohio State athletics using different KPIs
- Led the group of property assistants on multiple occasions, demonstrating necessary skills to effectively run the events

## Education

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**The Ohio State University; Columbus, OH**

College of Human Ecology: Bachelor of Science, Sport Industry

Minor: Business

May 2016

Cumulative GPA: 3.2/4.0