

MATTHEW HIRSHON

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Work Experience

Lumen Technologies, New York, NY 10119

October 2020- November 2022

Account Manager

- Exceeded sales quotas 14 of 19 months generating more than \$3,500 per month in new business per month
- Sold Lumen technology by cold calling, networking, lead generation, proposal submission, and customer appointments
- Maintained relationships with 175 accounts with bi-weekly meetings and Quarterly Business Reviews
- Developed and implemented account plans to create opportunities to cross-sell/up-sell new and existing customers
- Specifically worked with an existing bank customer to upsell their current spend by working with engineer to fix an previous incorrect technical handoff. New deal was larger than my current quota and we turned a relationship around from a customer who was very unsatisfied with Lumen to a customer we worked with other new projects on a weekly basis.
- Constructed customer pricing proposals comparing cost savings of Lumen technology to existing IT infrastructure
- Provided accurate and detailed weekly forecast funnel of identified and proposed opportunities
- Prepared presentations of Lumen product expansion and re-brand from a telecom company to a full-suite IT solutions provider
- Helped 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
- Specifically worked with an existing customer to expand their Oracle Database license footprint after researching they were going through a divestiture. Deal was worth \$384,000 and exceeded my yearly goal
- 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

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

Education

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