

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
- Sold Lumen technology by cold calling, networking, lead generation, proposal submission, and customer appointments
- Maintained relationships with 175 accounts via bi-weekly meetings and Quarterly Business Reviews
- Developed and implemented account plans to create opportunities to cross-sell/up-sell new and existing customers
- Worked with an existing bank customer to upsell their current spend by working with an engineer to fix a previous incorrect technical handoff. New deal was larger than my monthly 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
- 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 prospects for 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