

KEVIN DAVIS

ENTERPRISE ACCOUNT EXECUTIVE | NEW BUSINESS DEVELOPMENT

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PROFESSIONAL SUMMARY

Quota-carrying B2B sales professional with 10+ years of experience building pipeline, winning new logos, and expanding strategic accounts across SaaS, telecommunications, intelligent infrastructure, and technology services. Experienced in full-cycle selling from outbound prospecting and executive discovery through business-case development, multi-stakeholder navigation, proposal, negotiation, and close. Track record includes SaaS contracts from \$5K to \$500K, Fortune 500 and enterprise prospecting, rapid territory ramp, and consistent C-level engagement. Strong fit for growth-stage environments requiring disciplined hunting, consultative/value-based selling, CRM rigor, and hands-on market development.

ENTERPRISE SALES STRENGTHS

Enterprise New-Logo Acquisition | Full-Cycle Sales | Outbound Prospecting | Territory & Pipeline Development | Multi-Stakeholder Selling | Executive Discovery | Consultative / Value-Based Selling | Complex Deal Navigation | RFPs & Proposals | Negotiation & Closing | CRM Forecasting | Salesforce | HubSpot | Outreach | Gong.io | MEDDPIC / BANT

PROFESSIONAL EXPERIENCE

Regional Account Executive - New England | AT&T Business | Framingham, MA Jul 2025 - May 2026

- Owned a quota-carrying new-business and account-growth motion across New England, managing opportunities from outbound outreach and discovery through business case, proposal, negotiation, close, and forecast.
- Exceeded early performance benchmarks by 178% within the first 90 days through rapid territory ramp, pipeline creation, and disciplined prioritization of high-potential accounts.
- Built multi-threaded relationships across operations, IT, finance, ownership, and executive stakeholders to align mobility, broadband, fixed wireless, and continuity solutions to measurable business outcomes.
- Partnered with engineering, implementation, and architecture teams to scope technical solutions and advance complex opportunities.

Senior Business Account Manager | Verizon Wireless | Boston, MA Apr 2022 - Jun 2023

- Managed and expanded SMB, mid-market, and enterprise business accounts while developing net-new opportunities across wireless, device, mobility, and business technology solutions.
- Delivered approximately 221% net-new-logo revenue performance in Q2 2023 through strategic account planning, needs-based discovery, disciplined follow-up, and commercial negotiation.
- Engaged business and executive stakeholders, negotiated pricing and contract terms, and positioned solutions around distributed-workforce productivity, operational efficiency, and customer growth.

Strategic Account Manager | OpConnect | Somerville, MA Jun 2021 - Nov 2021

- Led business development for EV charging infrastructure across municipalities, fleets, commercial real estate, and multi-dwelling-unit owners.
- Managed RFPs, stakeholder discovery, proposal development, and complex opportunities involving contractors, architects, developers, property managers, boards, and other decision-makers.
- Translated technical infrastructure, compliance, sustainability, and revenue considerations into value-based commercial proposals.

Regional Director, Scientific Partnerships | Labster | Somerville, MA Jan 2020 - Jan 2021

- Owned full-cycle SaaS sales for cloud-based STEM and technical-learning solutions, closing multi-year contracts ranging from \$5K to \$500K.
- Generated more than \$250K in revenue and expanded the customer base by 40% through new-logo acquisition, executive discovery, consultative product demonstrations, and value-based selling.
- Produced 8-10 remote C-level meetings, discovery calls, and product demos per week with professors, deans, provosts, and institutional leaders.
- Aligned SaaS capabilities to measurable outcomes including access, operational efficiency, engagement, and program scalability.

Access Account Manager | Astound / RCN | Boston, MA Jul 2018 - Apr 2019

- Secured right-of-entry agreements with multifamily and commercial properties, increasing market share by 70% within the first 90 days of assignment.
- Prioritized target properties, built stakeholder relationships, tracked opportunities, and coordinated internal teams to advance infrastructure and service-adoption deals.

Real Estate Partnerships Associate | Google Fiber | Cambridge, MA Jul 2016 - Feb 2018

- Built partnerships with property managers, developers, MDU owners, and HOA boards to expand fiber adoption across residential and commercial properties.
- Generated more than \$100K in new business and increased revenue by 50% through targeted territory development, stakeholder presentations, trade-show engagement, and portfolio expansion.
- Conducted site surveys, lunch-and-learns, and customer presentations to qualify opportunities and advance deals.

Inside Sales Representative | Mzinga | Burlington, MA Sep 2015 - Apr 2016

- Sold SaaS-based social media management and online moderation solutions through outbound prospecting, qualification, consultative discovery, and value-based positioning.
- Maintained 30%+ margins while supporting pipeline development for technical software solutions.

Inside Sales Representative | BAO | Chelmsford, MA Sep 2013 - Feb 2015

- Managed outbound campaigns across Fortune 500, enterprise, mid-market, and SMB accounts, producing more than 1,000 qualified C-level meetings for client sales teams.
- Executed 50-100 cold calls per day plus email sequences, presentations, and follow-up; developed scripts that increased first meetings booked by 30%.
- Built early expertise in high-volume prospecting, account research, executive outreach, qualification, objection handling, and pipeline creation.

TECHNOLOGY & SALES TOOLS

Salesforce | HubSpot | Outreach | Marketo | Gong.io | Highspot | D&B Hoovers | Google Workspace | Microsoft 365 | Slack | Google Cloud

CERTIFICATIONS & EDUCATION

Factor 8 | BANT • Business Management, Bunker Hill Community College (BHCC), Charlestown, MA