

David R Schnitzer

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High performing sales agent that is passionate about uncovering outcomes to help people and organizations simplify and streamline their processes through the use of technology and services. My ability to add value to drive organizations growth, return on investment while improving costs.

I have demonstrated the ability to build strong, trusting relationships with prospects and clients by utilizing a consultative selling approach. My success has been a result of adding value and making certain the client's needs are met by learning their pain points and focusing on alleviating them, giving them the best path to success as an organization.

PROFILE SUMMARY OF SKILLS

Proven elite Account Executive with a track record of exceeding quotas. I have developed trusting, long lasting relationships by strategically aligning myself with clients and solving their complex problems by understanding the needs and objectives of their organizations while utilizing a consultative, value adding sales approach. My ability to work with all facets of a company, from C Level, Finance Departments, Business Operations, IT, among others has aided in my continued success.

- Successful track record of nurturing and building new relationships, learning pain points, providing a solution that fits their needs, and closing sales while developing long-term relationships
- Achieving over 100% of sales quota in every year as a seller
- Ability to sell complex products in technology solutions
- Skilled in negotiations, presenting solutions, prospecting, and account management
- Extensive history of selling to prospects as well as a proven ability to win new business, grow existing clients, and develop those relationships throughout an organization
- Strong Sales Leadership skills

PROFESSIONAL EXPERIENCE

NetSuite | Orange County, CA

Account Executive | January 2021 – Present

- Sell NetSuite software to C-Level executives in the High-Tech Vertical. Built a pipeline of 7x, while on pace to exceed quota for Oracle's fiscal year. I achieve this by prospecting in different ways and building relationships with key decision makers in the company. During the evaluation process, responsibilities include presenting solutions, negotiating pricing, and closing sales with contractual agreements.
 - MVP of High Tech Team 3x

Currency | Orange County, CA

Senior Account Executive | September 2019 – January 2021

- Sold technology platform (PaaS) providing financing, merchant processing, and e-commerce solutions for commercial equipment dealerships. Developed & maintained strategic partnerships with C-Level executives, finance departments, and operations at national dealer groups consisting of Fortune 500 companies. Led team of 4 Senior Sellers, increasing our sales by 45% at minimum month over month. Built sales pipeline by generating new leads through cold calling & nurturing warm relationships. Presented platform demonstrations at conferences in order to increase visibility and win customer acquisitions

Morgan Stanley | Orange County, CA

Financial Advisor | October 2017 – September 2019

- As a sole practitioner, I identified prospects in need of investment guidance, formulating portfolio strategies and models based on their unique needs. Client generation was attained by presenting at seminars, networking events, lunches, amongst others. Achieved Presidents Club within 7 months. Maintained relationships with clients on a proactive basis, ensuring they were continuously aligned with their goals, were comfortable, and had any new events that might need additional guidance.
 - President's Club Qualifier

Euler Hermes | New York, NY

B2B Executive Sales Agent | January 2017 – October 2017

- Developed new business through various sourcing methods within assigned territory. Mastered skills in all aspects of B2B sales, including prospecting, fact finding, closing, & territory management. Implemented my own business plan, along with segmentation. Utilized consultative selling approach while presenting to C Level Executives. Exceeded sales quota.

American Funds | Orange County, CA

Wholesaler | September 2015 – January 2017

- Generated sales in the Los Angeles metropolitan area, totaling an average of \$140 million a month. Delivered effective territory management strategy in order to prioritize targeted prospects. Presented sales ideas, product information, and closed sales. Championed efforts to provide quantitative and qualitative analysis of funds. Overhauled and implemented a business plan to meet and exceed sales goals and objectives resulting in increased sales 55% year over year.
 - President's Club Qualifier

TRAININGS, CERTIFICATIONS& SKILLS

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| • Series 7, 63, & 65 | • Sandler Sales Training |
| • Challenger Sales Training | • Leadership Training |
| • Salesforce.com | • LinkedIn |
| • Microsoft Suite | • Analysis & Account Management |
| • Web-ex, Zoom & Skype | |

ACTIVITIES

- Fordham Preparatory School Southern California Alumni Chapter President
- Division I All-American Athlete
- American Heart Association Young Professional Board Member
- Big Brothers Big Sisters Volunteer