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# MICHAEL SANTOS

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## WEBSITES, PORTFOLIOS, PROFILES

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- <https://www.linkedin.com/in/michael-santos-68b9922a3/>

## PROFESSIONAL SUMMARY

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Seasoned yet trending upwards in my rewarding career, I am seeking a remote opportunity or one in a Major City in Mexico, where my Mom has elected to live with her hospice care. We are all the family we have, so being present to support her is paramount. That said, you are evaluating a high-motor, passionate, healthy workaholic; as my results, references, and proof of potential will validate. Thank you for your consideration.

## ACCOMPLISHMENTS

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Top 5% Performer Across Entire Career #1 Ranked 3 Years Total

## SKILLS

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- Account Strategy
- Complex Sales Methodologies
- Internal/ External Systems Integrations
- Problem Solving via Collaboration
- Internal and External Selling
- Celebrating Success with Humility

## WORK HISTORY

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**Business Development Executive, 01/2018 - Current**

**Staged-Right, LLC – Remote**

- Led Team of 5 Consultants, Targeting Small, High-Growth Enterprises
- Landed total of 15 Clients for a Wide Array of Our Services
- Personally Delivered 5 Initial Contracts to Pre-Revenue Stage Companies
- Implemented CRM, Sales Process, Account Management, and Executive Sponsorship into Key Business Cycles
- Helped Lead 3 Companies Through Merger and Acquisition

**Account Executive, 02/2014 - 01/2018**

**Blackboard, Inc. – Washington DC**

- Managed- Retained, Grew, and Expanded Business for Strategic Accounts
  - Earned LATAM as Core Market as a Result of Adjacent Territory Success
  - Won Business at Tec. de Monterrey, Interamerican University, Puerto Rico, and more than 20 6 Figure Deals at HSI (Hispanic Serving Institutions)
  - Earned Accolades Across all KPI's all 4 Years
  - Chosen to Lead/ Mentor Team Members and Problem Solve Toughest Issues
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**Territory Manager - Sales and Service, 03/2008 - 02/2014**

**Apple, Inc. – Cupertino, CA**

- Started at Ground Floor Answering Inbound Client Inquiries
- Quickly Earned Internal Promotions to Managing K-12, Higher -Education, Corporate, and Campus Student Business
- Advanced Learner in Cultural Effects on Instructional Strategies
- Highly Versed in Hispanic Policy Initiatives, such as "Closing the Gaps in Higher-Education
- Top 5% Performer Each Year

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## EDUCATION

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**Master of Business Administration: Organizational Management, 05/2007**

**Texas State University - San Marcos, Texas**

**Bachelor of Science: Business Administration And Management, 05/2004**

**Texas State University, - San Marcos Texas**

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## AFFILIATIONS

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- American Cancer Society
- Cruz Roja Mexico

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## CERTIFICATIONS

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- Certified Salesforce Power User and Intermediate CRM Integrator
- Certified Web Master
- Toastmasters International Leader

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## ADDITIONAL INFORMATION

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In addition to my CV, please consider my versatility and team-oriented attitude. I love Sales, and I love learning all facets of my business to add the most value.