

Kevin Davis

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PROFESSIONAL SUMMARY

Quota-carrying SMB and mid-market Account Executive / Account Manager with 10+ years of experience driving retention, expansion, new logo growth, and strategic partnerships across SaaS, telecom, intelligent infrastructure, and technology services. Proven ability to manage high-volume portfolios, identify upsell and cross-sell opportunities, conduct executive-level discovery, and translate technical capabilities into clear business value. Strong Salesforce discipline, forecasting rigor, and consultative selling approach aligned to focus on customer retention, expansion ARR, intelligent automation, and measurable operational outcomes.

CORE SKILLS

Retention & Expansion | New ARR Growth | Upsell / Cross-sell | SMB Portfolio Management | Strategic Account Planning | Forecasting & Pipeline Hygiene | Salesforce CRM | Consultative / Value-Based Selling | Executive Stakeholder Engagement | Business Reviews | Renewal Support | Churn Risk Identification | MEDDPICC / BANT Qualification | SaaS & Technical Solutions | High-Volume Prospecting | Cross-Functional Collaboration

TECHNOLOGIES

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

PROFESSIONAL EXPERIENCE

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

- Own quota-carrying SMB and mid-market sales motion across New England, driving new revenue, retention, and expansion through consultative discovery and disciplined account execution.
- Exceeded early performance benchmarks by 178% within first 90 days, demonstrating rapid territory ramp, pipeline creation, and ability to prioritize high-potential accounts.
- Identify upsell and cross-sell opportunities across mobility, broadband, fixed wireless access, and continuity solutions based on customer needs, growth plans, and operational gaps.
- Manage full-cycle opportunities from outreach, discovery, business case, proposal, negotiation, and close while maintaining Salesforce activity, opportunity updates, and forecast visibility.
- Build multi-threaded relationships with owners, operations, IT, finance, and executive stakeholders to align technical solutions to measurable business outcomes such as uptime, cost control, productivity, and scalability.
- Partner with engineering, implementation, and architecture teams to scope solutions, support adoption, and improve customer experience after the sale.

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

Managed and expanded a portfolio of SMB, mid-market, and enterprise business accounts with responsibility for revenue growth, account retention, and customer satisfaction.

- Exceeded QBR sales quota, delivering approximately 221% net new logo revenue performance in Q2 2023 through strategic account planning and disciplined follow-up.
- Conducted needs-based discovery to uncover expansion opportunities across wireless, device, mobility, and business technology solutions.
- Negotiated pricing, contract terms, and solution packages to protect revenue, improve retention, and accelerate customer growth.
- Built trusted relationships across business stakeholders and served as a consultative advisor to help clients improve operations and support distributed workforces.

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

Led business development and account growth for EV charging infrastructure solutions across municipalities, fleets, commercial real estate, and multi-dwelling unit owners.

Managed RFPs, stakeholder discovery, proposal development, and expansion opportunities involving contractors, architects, developers, property managers, board members, and association leaders.

Translated technical infrastructure and sustainability benefits into practical business value, including property differentiation, compliance readiness, revenue opportunity, and long-term operational impact.

Collaborated with internal and external partners to evaluate sites, qualify opportunities, and move complex deals through the pipeline.

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, and value-based product demonstrations.
- 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 learning access, operational efficiency, student 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, expanding network access and increasing market share by 70% within first 90 days of assignment.
- Developed relationships with property owners and management companies to support infrastructure expansion, service adoption, and long-term account growth.
- Prioritized target properties, managed opportunity tracking, and coordinated internal teams to support sales execution and deployment readiness.

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

- Built and expanded partnerships with property managers, developers, MDU owners, and HOA board members to support fiber adoption across residential and commercial properties.
- Generated more than \$100K in new business by aligning connectivity solutions to resident experience, property value, and operational improvement.
- Conducted site surveys, lunch-and-learns, trade show engagement, and stakeholder presentations to qualify opportunities and advance deals.
- Increased revenue by 50% through targeted territory development, relationship building, and portfolio-level expansion.

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

- Sold SaaS-based social media management and online moderation solutions, maintaining 30%+ margins through consultative discovery and value-based positioning.
- Prospected into business accounts, qualified opportunities, and supported pipeline development for technical software solutions.

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

Managed outbound campaigns across Fortune 500, SMB, mid-market, and enterprise accounts, producing more than 1,000 qualified C-level meetings for client sales teams.

- Executed high-volume prospecting, including 50-100 cold calls per day, email campaigns, presentations, and follow-up sequences.
- Developed cold-calling scripts that increased first meetings booked by 30% and strengthened pipeline quality for field representatives.

CERTIFICATIONS

Factor 8 | BANT

EDUCATION

Business Management | Bunker Hill Community College (BHCC), Charlestown, MA