

Marcus Reid

Sales Manager

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PROFESSIONAL SUMMARY

Sales Manager with 9 years in B2B SaaS leading teams, improving forecast discipline, and driving repeatable pipeline execution. Strong at coaching reps, tightening qualification standards, and building operating cadences that raise win rate without sacrificing deal quality.

EXPERIENCE

- Sales Manager**
AxisCloud

01/2022 - Present, Charlotte, NC

 - Led a team of 8 account executives to 128% of annual quota through stronger pipeline reviews, coaching, and deal strategy support
 - Implemented MEDDIC and call-review workflows that improved win rate by 6 points and increased forecast accuracy from 72% to 93%
 - Hired and ramped 4 new AEs to full productivity within 90 days while maintaining team attainment during expansion
- Account Executive Team Lead**
SummitData

06/2018 - 12/2021, Remote

 - Closed \$1.9M in new ARR while mentoring newer reps on discovery, multithreading, and procurement navigation
 - Built outbound and partner-assisted pipeline motions that increased qualified opportunities by 31% in a target vertical
 - Created pricing and negotiation guidelines that reduced average discounting by 12% without slowing close velocity

EDUCATION

- B.S. in Marketing**
Florida State University

05/2018

 - Focus on revenue strategy, sales operations, and business communication

SKILLS

Sales Leadership, Forecasting, MEDDIC, Coaching, Salesforce, Negotiation, Pipeline management, hiring, deal strategy, Gong, territory planning, revenue operations, enterprise sales.

CERTIFICATIONS & AWARDS

- Pavilion Sales Leadership Program, 2025
- President's Club, 2024