

DIEGO A. JIMENEZ

SENIOR ENTERPRISE ACCOUNT EXECUTIVE

DETAILS

PHONE

210.589.4585

EMAIL

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LINKS

[LinkedIn](#)

SKILLS

REST

OAuth 2.0

GraphQL

JSON

SQL

XML

Salesforce

Confluence

Hubspot

JIRA

Zendesk

Asana

Miro

Looker

API

EDI

LANGUAGES

English

Spanish

PROFILE

Proven sales leader with over a decade of expertise in SaaS, logistics, and e-commerce, consistently driving significant revenue growth and operational efficiency. Adept at transforming workflows and enhancing client engagement through strategic partnerships and team leadership. Proficient in leveraging advanced technology to optimize sales pipelines and streamline processes, resulting in elevated client satisfaction. A proven track record of excellence in navigating complex sales environments and achieving ambitious targets.

EMPLOYMENT HISTORY

Senior Enterprise Account Executive, Shippo

San Francisco
(Remote)

Dec 2022 — Present

- Ended 2024, 186% to quota attainment. Exceeded annual sales quota for four consecutive years.
- Successfully persuaded clients to invest in POCs to rigorously validate their Minimum Viable Products (MVPs) before full-scale development.
- Domain expertise in selling into platforms, marketplaces, manufacturing, transportation, logistics, healthcare, professional services, information technology, automotive, retail and ecommerce verticals.
- Proficient in pipeline forecasting and managing all sales cycle stages, from lead generation and qualification to negotiating complex commercial agreements with multiple stakeholders.
- Ability to effectively collaborate with both technical teams as well as c-suite personas to deliver custom tailored solutions.

Channel Manager, Shippo

San Francisco
(Remote)

Mar 2022 — Dec 2022

- Managed a team of six channel account executives nationwide, providing individualized support to each member through sales process mentorship and collaborative targeting of their highest-ROI accounts.
- Onboarded three new channel partners, driving a 26% revenue increase and a 38% lift in qualified referrals.
- Partnered cross-functionally with Go-To-Market teams to align target audience, messaging, and sales/marketing efforts, resulting in an 11% increase in qualified inbound leads.
- Proactively refined and optimized the sales methodology, incorporating key learnings into actionable playbooks and implementing process improvements to maximize sales productivity and consistency.

Account Executive, Shippo

San Francisco
(Remote)

Feb 2021 — Mar 2022

- Top-performing account executive out of eight, generated over \$800,000 in ARR from API clients, achieving a 16%+ close rate and exceeding quota attainment by over 280%.
- Proven track record of driving adoption of emerging technologies with a consultative, solutions-oriented sales approach.
- Proficient in pipeline forecasting and managing all sales cycle stages, from lead generation and qualification to negotiating complex commercial agreements with multiple stakeholders.
- Provided technical expertise and consultation to enterprise clients, effectively translating complex API concepts into business value and action.

Customer Technology Lead, UPS

San Antonio, Texas

May 2018 — Feb 2021

- Successfully planned and launched a virtual marketing consultation campaign converting over \$3,000,000 dollars of total annual logistical spend.
- Managed a high-value client base with over \$250,000 in annual logistics spend, focusing on opportunities above \$200,000 by promoting UPS's professional service portfolio, strategic vendors, and e-commerce solutions.
- Managed and developed a team of five Customer Technology Specialists productivity books of business, sales pipelines, revenue forecasts and career development.

Customer Technology Specialist, UPS

San Antonio, Texas

Jul 2017 — May 2018

- Led the nation in earned revenue growth, surpassing \$570,000 in annual total logistical spend.
- Managed a team of 25 sales resources and targeted the "Top 25" pipeline opportunities aligned to the Red River North district.
- Collaborated and integrated B2B/B2C clients on various ecommerce platforms and such as Shopify, WooCommerce, Magento, BigCommerce, 3D Cart, ETSY, WIX, Ecwid, GoDaddy and Squarespace.

Middle Market Account Manager, UPS

San Antonio, TX

Mar 2015 — Jul 2017

- Achieved #1 ranking in converted revenue for the Northern Plains sales district and #2 ranking in converted revenue for the San Antonio sales division, generating over \$450,000 in total logistical spend.
- Analyzed client "Order-to-Cash" cycles to identify and address gaps in inventory management, workflow efficiency, cost allocation, cash flow, peak planning, and order returns.
- Expertise in logistics solutions, including small package, LTL, FTL, cargo (ocean/air), 3PLs, hazardous materials, international shipping (exports/imports), high-value goods, and regulated commodities.

EDUCATION

Bachelors in Technical Communication, University of Texas at San Antonio

San Antonio, TX

Jan 2009 — May 2011