

DUSTIN ELLIS

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TERRITORY SALES / ACCOUNT MANAGER / SALES REPRESENTATIVE

Marketing and Sales Professional with a passion for B2B communication and account management. Able to apply a unique combination of creativity and innovation alongside a strong work ethic. Ability to work independently as well as on a team while managing dynamic priorities and hard deadlines.

COMPETENCIES INCLUDE

- Pipeline Generation
- Territory Account Management
- Sales Management and Leadership
- Sales Operations
- GTM strategy and sales pricing
- Business Development/Partnerships

PROFESSIONAL EXPERIENCE

AMERA IoT – Full time

Director, Growth Marketing

Dallas, TX

August 2019 – May 2020

- Built a suite of IoT applications, soft IP, software and tools that will develop a business centric first secure standard for IoT.
- Executed on all marketing initiatives and helped design sales practices for our end users in APAC.
- Guided all product positioning and messaging for adoption of growth products.
- Developed and led go-to-market strategies for major product launches.

Akamai Technologies – Full time

Major Account Executive

San Francisco, CA

March 2018 – August 2019

- Facilitate complete sales cycle of Akamai's Intelligent Platform, from lead generation to cloud subscription with strategic accounts.
- Work alongside sales engineers and specialists to assist in complex sales cycles.
- Cultivate and deepen key customer relationships with CXX, Engineering, Architecture, and planning teams.
- I take as many opportunities as possible to assist in planning/presenting at corporate events.

Oracle, Inc. – Full time

Account Manager

San Francisco, CA

June 2016 – March 2018

- Facilitate complete sales cycle of Oracle's PaaS & IaaS technology, from lead generation to cloud subscription with strategic Enterprise Accounts including AT&T & Cox.
- Build awareness, drive innovation, and create partnerships with key business units through leveraging Oracle's public cloud to mitigate operational expenses and dependency on physical infrastructure.
- Work alongside Oracle Field Consultants and KADs (Key Account Directors) to assist in complex sales cycles.
- Cultivate and deepen key customer relationships with CXX, Engineering, Architecture, and planning teams.
- I take as many opportunities as possible to mentor incoming sales representatives & assist in presenting at corporate events.

Granular (Google Ventures, Acquired by DuPont) – Full time

San Francisco, CA
October 2015 – June 2016

Sales & Growth

- Granular is a software and analytics platform that helps enterprise grade farms operate more efficiently
- Sourcing my own opportunities, and managing those throughout the entire sale process
- Weekly activities include but are not limited to: 100+ calls per week (prospecting, internal strategizing), 8+ hours of talk time, 200+ customer interactions (emails, In-mails, customer registrations)
- Provided back-end process of SFDC consolidation that is more scalable and manageable during times of growth
- Work with sales colleagues to identify and source key accounts and stakeholders
*Yearly quota \$540,000

EDUCATION

Southern Methodist University

Dallas, TX
August 2019 - Present

EMBA, Class of 2022 (on-hold)

Stanford University

Stanford, CA
October 2016

Continuing Education – Cloud Computing

- As a student in Chuck Devita’s continuing education class at Stanford, I had the opportunity to learn core principles of high-tech sales such as operational vs. capital expenditure, developing value propositions and pricing models, sales management excellence, and entering new markets and acquiring reference customers.

Texas Tech University

Lubbock, TX
May 2014

Bachelor of Business Administration, Marketing

- As a marketing major at Texas Tech University, I had the unique opportunity to learn from professor’s who truly mastered their craft, including Lance Nail, Dean and Professor of Finance, Kelly Frias, Board Member – Texas Product Development and Small Business Incubator, and Andrew Dartt, Associate Dean in the School of Business and Accounting.
- I was involved in various organizations that Texas Tech University offered.
 - Tech Marketing Association
 - Rawls Eloquent Raiders Toastmasters
 - Rawls Business Ambassadors

VOLUNTEER EXPERIENCE

Greater Farallones Association (Scientific Organization)

San Francisco, CA
August 2017 - Present

Member, Board of Directors

- GFA helps protect one of the most diverse marine environments in the world, The Greater Farallones National Marine Sanctuary, which encompasses 3,295 square miles of Northern & Central California coastline.
- Member, Marketing Committee – Create marketing strategy, corporate development & partnerships
- Member, Fundraising Committee – Retain high net worth donors, host fundraising events, expedite online donor growth
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The Marine Mammal Center

Sausalito, CA
June 2017 - Present

Crew Member

- As a Monday night Topside Crew Member for the Marine Mammal Center I help prepare fish, shrimp, squid, and clams for the mammals. In addition to preparing the food I also help feed the mammals (Grey Fur Seals, Otters, Harbor Seals, California Sea Lions and Elephant Seals) and administer any necessary medications they might need. Finally, I help with maintenance and administrative tasks, updating medical records and data collected from the animals holds its integrity.