

Anthony Roman

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PROFESSIONAL PROFILE

Quota-crushing Senior Enterprise Account Executive known for turning greenfield territories into multi-million-dollar pipelines, closing transformative deals with C-Level executives, and consistently outperforming quota targets. A relentless hunter and closer who excels at building C-suite relationships, and driving complex SaaS deals. Recognized for MEDDPICC mastery, executive alignment, and a proven ability to win big, high-stakes enterprise accounts.

AREAS OF STRENGTH & EXPERTISE

- Enterprise SaaS Sales
- Quota Overachievement
- Complex Deal Negotiations
- C-Level Relationship Building
- MEDDPICC
- Strategic Expansion
- Pipeline Creation & Acceleration
- Command Of The Message
- High-Growth Territory Development
- Consistent President's Club Winner
- Trusted Advisor
- Enterprise Hunter & Closer

PROFESSIONAL EXPERIENCE

Okta – New York, NY

10/2021 – Present

Okta, the leading independent partner for Identity management, solves the most complex and large-scale identity use cases for global enterprises, securing billions of logins every year.

Sr. Enterprise Account Executive

- Delivered **115%** of quota in 2025 (while out 20 weeks for Paternity Leave)
- Delivered **127%** of quota in 2024 — President's Club
- Delivered **107%** of quota in 2023, and 89% in 2022
- Built a \$6.8M pipeline in first 3 quarters, launching a greenfield territory from \$0 to \$1.8M pipeline in <90 days
- Partner with CIOs, CISOs, CTOs, and engineering teams to drive identity-first security and zero-trust initiatives

UJET.cx – New York, NY

10/2020 – 10/2021

UJET is a next-generation CCaaS platform built for the smartphone era.

Sr. Enterprise Account Executive

- Delivered **108%** of quota in 2021
- Ranked **#3 Global Enterprise AE** in 2021
- Closed \$141K ARR new logo acquisition in first 60 days via a focused 30-60-90 plan

Talkdesk, Inc. – New York, NY

01/2020 – 10/2020

Talkdesk is a Gartner MQ Leader in CCaaS.

Enterprise Account Executive

- Generated pipeline 4.5x quota in 90 days through strategic outreach into Fortune 1000 accounts
- Role impacted by Covid-19 Layoffs

Mitchell International – New York, NY

03/2012 – 01/2020

Mitchell's SaaS platform delivers AI and ML technology, for the P&C Industry, that simplify and accelerate insurance claims handling and repair processes.

Sr. Enterprise Account Executive

- **5x President's Club** (2015–2019)
- Delivered **152%** of quota in 2019
- Delivered **139%** of quota in 2018
- Delivered **132%** of quota in 2017
- Delivered **130%** of quota in 2016
- Delivered **154%** of quota in 2015
- Delivered **112%** of quota in 2014
- Delivered **104%** of quota in 2013
- Delivered 96% of quota in 2012

Transtar Autobody Technologies Inc. – New York, NY

02/2010 – 03/2012

Manufacturer of automotive refinish products known for V.O.C. compliance and quality.

Sr. Account Executive – SMB

- Delivered **118%** of quota in 2011 — President's Club
- Delivered 91% of quota in 2010
- Managed sales to retail and distributors within the Tri-State area

Powerteq – Orlando, FL

05/2008 – 02/2010

Award-winning software (SaaS) and hardware (HaaS) for automotive tuning & reprogramming.

Key Accounts Sales Manager

- Managed national & key accounts; drove new business while growing existing book
- Co-built and launched Superchips' MVP Authorized Dealer Program (unilateral pricing policy)

Channel Account Manager

03/2005 – 05/2008

- Managed Eastern U.S. Channel Partners

Customer Service & Technical Support Rep

01/2003 – 03/2005

AWARDS & ACHIEVEMENTS

7x President's Club Winner
2024, 2019, 2018, 2017, 2016, 2015, 2011

6 years **125%+** quota attainment
12 years **100%+** quota attainment

PROFESSIONAL ORGANIZATIONS

Pavilion
Associate Member

RevGenius
Member

Techqueria
Mentor / Member