

ALEX RHODES

ACCOUNT EXECUTIVE

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PROFESSIONAL OVERVIEW

A highly driven sales professional with a proven track record of top performance, consistently excelling working across both net-new and existing customers. Delivered revenue far beyond set out quarterly & annual quota goals. Technically minded with industry certifications, a strong executive presence & proven success selling to technical CXOs.

WORK EXPERIENCE

Salesforce | Chicago, IL

- Account Executive, Growth Business 2025-
 - FY26 150% to New Logo Quota attainment Q4.
- Account Executive, Small Business 2024-2025
 - FY25 Quota - 162% Quota Attainment with \$543k closed for the year.
 - #1 AE in Org for FY25 by quota attainment, exceeding the #2 AE by over 30%.
 - #1 AE in SB Central (45 person org) in December 2025 (\$65k closed), #2 AE in January 2025 (\$308k closed)
 - #1 of 45 AEs in SB Central for Q4 FY25 with \$385k closed in the quarter.
 - #5 Overall AE for FY25 in my 45 person org, despite being in seat for only 3 quarters.
 - Oversee 123 named accounts across both new logo/current customer with \$1.6m AOV.
- Business Development Representative 2022-2024
 - Consistent overachievement & awarded Team MVP in 11/17 months of tenure.
 - #1 Rep in 90+ RCG BDR organization, MVP 4x & finished #1 BDR across all of AMER (500+ BDRs) 2x.
 - Sourced largest deal in RCG Mid-Market history (\$1.2M ACV/\$3.6m TCV)
 - Selected to deliver enablements including to all MFG & RCG AEs – acclaimed as the top RCG BDR.
- Sales Development Representative 2021-2022
 - Delivered individually sourced ACV at 154% (\$1.12m) to quota.
 - Stage 2 attainment at 125% to goal with over 650 qualified opportunities.
 - Achieved all promotion criteria and yearly KPI quotas in 10 months vs 12-month goal.

Stripe | Chicago, IL

2025-2025

- Account Executive, Startups & SMB
 - 468% quota attainment to FY25 Q2 ramped quota (\$173k closed on \$37k quota).
 - 23 Stripe users signed in Q2, leading total 35 rep new business org in new logo volume.

Vacasa | Charleston, SC & Breckenridge, CO

2019-2021

- Operations Director
 - Promoted to 2nd Line Leadership from Operations Manager to directly manage 3 FLMs.
 - Reduced account churn more than 13.46% YoY in my region.
 - Successfully transformed the operations of the region servicing a total revenue in excess of \$20m+ across 800+ homes & 30+ FTEs.
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EDUCATION

University of Birmingham | Birmingham, England | BA History & Political Science 2:1 w/honors

2016