



Steven Moore

Sr Account Manager &
Enterprise Account Executive

CONTACT

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Los Angeles CA 90025

EDUCATION

Santa Monica College

Associate Degree in Business Administration
2015-2017

American Academy of Arts

Bachelor of Arts
2012 - 2015

Professional Google Cloud

Architect

SKILLS

- Enterprise SaaS Sales
- Consultative Sales
- Customer Discovery
- Contract Negotiation
- Customer Success
- Forecasting & Quota Attainment
- Value-Based Selling
- Sales Cycle Management
- Business Intelligence Tools
- Cloud Solution Architect

ABOUT ME

Enterprise SaaS sales leader with 9 years of experience across Uber and Oracle NetSuite, consistently exceeding quota in both new business and expansion roles. Proven track record of building pipeline from scratch, multi-threading complex deals, and driving six-figure to seven-figure ARR growth across enterprise accounts. Known for operating with high urgency, strong deal control, and grit in competitive, high-stakes sales cycles.

EXPERIENCE

Sr Account Manager 2024- Present

Oracle NetSuite

- FY25: 109% attainment | Rank: 4 / 117 | Presidents Club
- FY24 (partial): 110% attainment | Rank: 1 / 21 | Presidents Club
- Manage \$27M book of business across 30+ accounts, driving expansion and renewals
- Build executive relationships and lead multi-threaded deals across finance, ops, and IT
- Drive upsell across NSAW, WMS, NSPB, ACS through value-based selling

Enterprise Account Executive 2021-2024

Uber Technologies

- FY23: 132% attainment | Top 5 SoCal | Presidents Club
- FY22: 101% attainment | Top performer among new hires
- Built pipeline and closed net-new business across enterprise accounts
- Led multi-threaded deals across operations, finance, and executive stakeholders
- Promoted after FY23 performance

Enterprise Account Executive 2020-2021

Edify

- 130%+ attainment
- Closed \$1.3M in new ARR through outbound and full-cycle sales
- Built pipeline from scratch in early-stage startup environment

Account Executive (promotion) & Account Manager 2017-2020

FusionZone

- FY20: 124% | FY19: 117% | FY18: 112% | FY17: 102%
- Presidents Club: FY18-FY20
- Managed \$13.5M+ book while closing net-new business
- Promoted from Account Manager to Account Executive