Michael J. Katz

Scottsdale, AZ · (206) 300-2145 · michael@michaelkatz.ai

EXECUTIVE MICROSITE michaelkatz.ai **LINKEDIN**

ENTERPRISE TECHNOLOGY SALES EXECUTIVE

MICHAEL KATZ | EXECUTIVE SALES | ROLE-SPECIFIC POSITIONING

125%	$1M+	200%	$4M+
QUEST QUOTA	NET-NEW LOGOS	PIPELINE GROWTH	QUEST BOOKINGS

Enterprise technology sales executive with 15+ years developing pipeline, winning new business, and expanding strategic accounts. Verified results include 125% quota attainment, $4M+ bookings, 200% pipeline growth, and $1M+ net-new logo business at Quest Software. Brings executive discovery, technical stakeholder alignment, and disciplined enterprise selling to the Michael Katz Enterprise Technology Sales Executive opportunity.

CORE STRENGTHS

Executive Prospecting & Discovery	New-Logo Acquisition	Self-Sourced Pipeline & ABM
Cloud & Technology Solutions	Multi-Threaded Account Planning	Consultative Discovery
C-Suite Stakeholder Engagement	Technical Sales Collaboration	MEDDPICC Qualification
Opportunity Handoff Discipline	Outbound Cadence & Follow-Up	CRM Discipline

PROFESSIONAL EXPERIENCE

QUEST SOFTWARE (ERWIN) 2022–Present

Enterprise Account Executive | California, Nevada & Hawaii

Enterprise data governance, intelligence, and modernization solutions.

- Achieved **125% annual quota attainment**, closing **$4M+** in enterprise software bookings.
- Grew qualified pipeline **200%** through outbound prospecting, account targeting, and strategic ABM campaigns.
- Secured **$1M+** in net-new logos through value-led data governance conversations with CIOs and CDOs.
- Owned discovery, solution strategy, stakeholder alignment, negotiation, and close in complex technical sales cycles.

STRATOSCALE 2018–2022

Enterprise Account Executive | Cloud & Data Center

Cloud, data-center, and enterprise infrastructure solutions.

- Generated **$2.5M+** in annual sales and grew a strategic portfolio **40%**.
- Managed **10 major accounts** while developing new business across a Western U.S. territory.
- Engaged IT directors, infrastructure leaders, VPs of IT, and CIOs using MEDDPICC and technical collaboration.

TOSHIBA GLOBAL COMMERCE SOLUTIONS 2016–2018

Account Executive | Retail Technology

Enterprise retail hardware, software, and services.

- Delivered **122% quota attainment** and **$4.5M** in closed business.
- Closed Columbia Sportswear (**$1.2M**), Starbucks (**$1.5M**), and Nike (**$550K**).
- Grew pipeline from **$500K to $3M in 90 days** through outbound prospecting and referral partnerships.

NCR CORPORATION 2015–2016

Major Account Manager

Retail solutions across hardware, software, professional services, and strategic account growth.

- Managed a **$7M+** enterprise account portfolio and closed Costco (**$1.5M**) and Starbucks (**$1.3M**).
- Improved conversion by **25%** through consultative selling and tailored ROI-based proposals.

Michael J. Katz

Scottsdale, AZ · (206) 300-2145 · michael@michaelkatz.ai

EXECUTIVE MICROSITE michaelkatz.ai **LINKEDIN**

ADDITIONAL ENTERPRISE EXPERIENCE

STORBINS TECHNOLOGY — 2013–2015

Founder / Account Executive

Customer storage, secure warehousing, and return-delivery venture.

- Built the sales plan and full-service concept for an e-commerce storage business, including customer acquisition and vendor relationships.

EN POINTE TECHNOLOGY — 2011–2012

Account Executive

Enterprise IT solutions portfolio including applications, hardware, software, professional and managed services.

- Grew territory pipeline from under **$200K to more than $6.5M in six months** through account targeting and enterprise prospecting.
- Presented data management, storage, virtualization, security, and lifecycle solutions to C-level executives.

EDUCATION

University of Arizona | Bachelor of Arts, General Studies
Business, Communications, and Economics concentrations

MICHAEL KATZ ROLE ALIGNMENT

Role fit: Translate enterprise technology selling into a repeatable new-logo and account-expansion motion: identify high-value accounts, map executive and technical stakeholders, and build measurable business cases.

Proposed execution: Lead with targeted account research, multi-threaded discovery, MEDDPICC qualification, and disciplined next steps from first meeting through close.

WHY I CREATED THIS MICROSITE

I created this role-specific microsite to show how I prepare before the first conversation: research the company, connect its priorities to evidence from my experience, and lay out a practical plan. That is how I sell—understand the customer’s business, align the right stakeholders, and turn a clear business case into measurable pipeline and outcomes.