DAVID SPURLOCK

ACCOUNT EXECUTIVE | CUSTOMER SUCCESS | B2B TECHNOLOGY SALES | SaaS

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PROFESSIONAL SUMMARY

Account Executive and customer-facing technology professional with experience building pipeline, structuring commercial solutions, and guiding customers through complex buying, adoption, and expansion decisions. Combines executive communication, technical fluency, and cross-functional execution across recruiting services, web infrastructure, real estate, and entrepreneurship. MBA with an AI and marketing focus; cybersecurity, cloud, and product-management training.

CORE SKILLS

Full-Cycle Sales | Consultative Discovery | Solution Selling | Account Management | Customer Success | Negotiation | MEDDIC
SPIN | SaaS | AI/ML | Cybersecurity | Cloud | AWS/Azure | Salesforce | Python | SQL | Bash | PowerShell

PROFESSIONAL EXPERIENCE

Hire Love | Account Executive | Denver, CO (remote) Mar 2024 - Mar 2025

Developed new business and structured recruiting solutions for executives and hiring leaders at startup companies.

- **Achieved a top-2% LinkedIn Social Selling Index ranking among industry peers**, leveraging Sales Navigator to identify growth-stage accounts, engage founders and hiring leaders, and build qualified executive pipeline.
- **Owned full-cycle commercial engagements** spanning discovery, qualification, proposal development, fee negotiation, and delivery handoff while aligning client priorities, service economics, and execution capacity.

GoDaddy | Hosting Sales & Support | Gilbert, AZ Oct 2018 - May 2019

Owned technical resolution, product adoption, and revenue expansion for SMB web-hosting and security customers.

- **Sustained 150% quota attainment**, 100% customer satisfaction, and 110% of operating KPIs in a high-volume technical sales environment.
- **Converted technical escalations into retention and expansion** by diagnosing hosting and security issues, translating risk into business impact, and recommending higher-fit, multi-product solutions.

Land Advisors Organization | Land Broker | Scottsdale, AZ Sep 2013 - Oct 2015

Advised landowners, developers, and investors on acquisition, feasibility, entitlements, valuation, and positioning.

- **Originated off-market opportunities** and developed investment theses integrating market demand**,** comparable sales, infrastructure constraints, entitlement risk, and exit positioning for complex land assets.
- **Advanced multi-million-dollar transactions** by orchestrating diligence and strategy across owners, developers, municipalities, engineers, and capital stakeholders through approval, negotiation, and closing.

Russ Lyon Sotheby's International Realty | Sales Associate | Scottsdale, AZ Nov 2013 - Sep 2014

Led luxury residential engagements from client acquisition and valuation through market positioning, negotiation, and close.

- **Generated $2.2M in residential transaction volume** by converting referral relationships into client engagements and leading pricing, positioning, negotiation, and closing strategy.
- **Delivered data-backed pricing recommendations** by synthesizing comparable sales, buyer behavior, and market conditions to accelerate client decisions and protect value.

Pontrelli Fountain Company, LLC | Managing Partner | Gilbert, AZ Jan 2010 - Oct 2015

Co-led growth, product development, marketing, supply chain, and customer operations for a specialty-products company.

- **Drove 150% revenue growth** by identifying underserved customer segments, expanding national market coverage, and aligning product, pricing, channel, and customer-acquisition strategy.
- **Commercialized 8+ products** from voice-of-customer and trade-show insights while optimizing sourcing, freight, inventory, and fulfillment decisions to improve margin and service reliability.

EDUCATION & CREDENTIALS

Arizona State University, W. P. Carey School of Business - MBA, focus in AI and marketing, 2025
Arizona State University, W. P. Carey School of Business - B.S., Business Entrepreneurship, 2018
Cornell University College of Engineering – Certificate, Product Management for Engineers, 2021
Arizona State University – Certificate**,** ASU Cybersecurity Boot Camp, 2020

Credentials: Certified Ethical Hacker (CEH), EC-Council, earned 2022 (expired 2025) | Web Application Hacking & Security, 2022 | Splunk Fundamentals, 2020