

JAY THOMAS

ACCOUNT EXECUTIVE

FULL-CYCLE SAAS | TECHNICAL & CONSULTATIVE SALES

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PROFESSIONAL PROFILE

Account Executive and sales professional with experience across SaaS, residential solar and energy storage, home services, and high-volume field sales. Owns the full sales cycle from prospecting and discovery through demonstrations, proposals, negotiation, and close. Combines disciplined CRM and pipeline execution with the ability to make technical and financial buying decisions clear for SMB owners and consumers.

SELECTED IMPACT

- Generated \$12.36M in tracked SunPower sales revenue, including \$6.22M in 2022 and \$3.41M in 2023.
- Earned President's Club as a top-seven companywide performer for 2022 and two consecutive quarterly Magnificent Seven recognitions.
- Generated \$411K in annualized contract revenue during the first 12 months at Olly Olly and finished the full tenure at 143% of goal.

PROFESSIONAL EXPERIENCE

Olly Olly | National Account Executive

Nov 2024 - May 2026

Austin, TX

- Generated \$411K in annualized contract revenue during the first 12 months, finished the full tenure at 143% of goal, and reached 175% of ramp target.
- Managed full-cycle sales for a digital-marketing platform serving SMB owners, including outbound prospecting, discovery, product demonstrations, proposals, negotiation, closing, and follow-up.
- Recorded 190 appointments set, 50 held meetings, and 20 closes from Nov 2024 through Mar 2025, producing a 40% held-to-close rate.
- Used HubSpot and Apollo to maintain CRM hygiene, execute follow-up cadences, advance opportunities, and manage pipeline visibility.

Sunrun | Field Sales Consultant

Jul 2024 - Oct 2024

Austin, TX

- Sold approximately \$300K in residential solar and storage projects over three months, averaging roughly \$100K per month.
- Achieved an 18% battery-storage attachment rate through needs discovery, customer education, financing conversations, and value-based presentations.
- Managed Lowe's- and Costco-sourced opportunities from initial consultation through proposal, follow-up, and customer decision.

SunPower | Senior Online Energy Consultant

Jun 2021 - Apr 2024

Austin, TX

- Generated \$12.36M in tracked sales revenue across the tenure, including \$6.22M in 2022 and \$3.41M in 2023.
- Earned President's Club as a top-seven companywide performer for 2022 and ranked in the Magnificent Seven for top-seven close-rate performance outside California in two consecutive quarters.
- Maintained a 34% close rate, measured as closes per held demonstration, and a 19% storage attachment rate in 2022.
- Promoted to Senior Online Energy Consultant effective Feb 2022.
- Managed multistate opportunities through discovery, system and ROI presentations, financing, proposals, objection handling, contracting, and cross-functional project handoff using Salesforce.

LEADERSHIP & EARLIER SALES

Amazing Exteriors | Proximity Team Leader Aug 2019 - Jan 2021

- Austin, TX
- Led a team of more than 20 field representatives that generated \$1.4M in team-attributed revenue during the tenure.
 - Standardized talk tracks, ride-alongs, onboarding workflows, and coaching routines, reducing new-hire ramp time by 25%.
 - Increased appointment production by 30% and improved the team's set-to-sit rate to 70% through daily KPI management and field execution standards.

Speir Innovations | D2D Sales Representative / Interim Sales Manager Oct 2018 - Feb 2019

- Austin, TX
- Sold home-services solutions door to door and supported interim sales-management responsibilities, including field coaching and daily execution.

Reliant Pest Management | D2D Sales Representative May 2017 - Sep 2018; Apr 2019 - Jul 2019

- Austin, TX
- Generated approximately \$200K in revenue across two seasonal tenures, including \$40K during the first summer, and ranked as the second-highest-producing new representative.

EDUCATION

Texas State University, San Marcos, TX
Bachelor of Business Administration in Marketing, Professional Sales concentration | Dec 2018

Texas A&M University-Corpus Christi, Corpus Christi, TX
Business coursework | 2013 - 2015

SALES CAPABILITIES

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|----------------------------|----------------------------------|
| • Full-cycle sales | • Negotiation and closing |
| • New business development | • Pipeline management |
| • Outbound prospecting | • Forecasting |
| • Consultative discovery | • CRM hygiene |
| • Product demonstrations | • Territory and account planning |
| • Value-based selling | • Cross-functional collaboration |
| • Proposal development | • Customer handoff |

TOOLS & TECHNICAL LEARNING

Sales systems: Salesforce, HubSpot, Apollo, LinkedIn Sales Navigator, AI-assisted research, and workflow automation.

Independent product-learning projects: React, Next.js, TypeScript, JavaScript, Python, Supabase, Vercel, GitHub, and AI API experimentation.

Portfolio: jaydrivesrevenue.com.