

Ivan Thompson

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SUMMARY

Enterprise technology sales professional with 14 years of experience growing software, database, and **data platform** revenue across **financial services** and insurance accounts. Builds territory plans, manages strategic accounts, qualifies opportunities, leads sales campaigns, negotiates contracts, develops partners, and supports customers after signing. Guides complex pursuits from executive discovery and technical requirements through commercial agreement, implementation handoff, and account expansion. Connects database modernization and **AI for data** capabilities with governance, resilience, analytics, and operational goals. Works closely with executives, technology leaders, procurement teams, solution specialists, and channel partners. Creates clear plans, manages pipeline discipline, and translates technical value into business outcomes. Brings a practical record of strengthening **partner self sufficiency** and sustaining customer relationships across regulated markets.

EXPERIENCE

Senior Enterprise Sales Executive, Financial Services

January 2022 - Present

Northstar Data Solutions

Charlotte, NC

Leads enterprise data platform pursuits across financial services accounts, connecting executive priorities, technical requirements, partner participation, and commercial outcomes. Owns territory activity from prospecting through contracting, implementation handoff, and post sales growth.

- Directed **data platform** pursuits through executive discovery and technical qualification, earning stakeholder confidence.
- Built **territory** plans for **financial services** accounts, improving focus across named and non named opportunities.
- Positioned database modernization and **AI for data** capabilities around governance and resilience.
- Coordinated procurement, partners, and solution specialists through **contract negotiation** and **signing**.
- Created handoff plans that supported implementation readiness and post sales account expansion.
- Shared sales methods with peers, strengthening consistency across complex enterprise pursuits.

Enterprise Account Director

May 2018 - December 2021

HarborPoint Cloud Technologies

Atlanta, GA

Managed enterprise software accounts across regulated markets, combining account strategy, pipeline governance, partner development, and customer support. Directed multi party pursuits from qualification through agreement while protecting long term account value.

- Expanded enterprise software accounts through structured discovery, qualification, and executive relationship building.
- Ran **sales campaigns** that connected customer priorities with **database** and platform solution value.
- Developed channel relationships that improved **partner self sufficiency** during customer pursuits.
- Negotiated commercial terms with procurement leaders, solution teams, and business sponsors.
- Maintained opportunity plans that clarified risks, dependencies, decisions, and next actions.
- Guided post sales coordination, preserving trust through implementation handoff and customer follow through.

Strategic Account Executive, Regulated Industries

July 2014 - April 2018

BlueRidge Enterprise Software

Raleigh, NC

Owned strategic software relationships across regulated customers, translating business needs into qualified opportunities, account plans, and coordinated sales campaigns. Balanced executive engagement, technical alignment, contract progress, and partner participation across extended buying cycles.

- Opened regulated industry opportunities through account research, executive outreach, and focused discovery.
- Mapped technical requirements into solution discussions that supported database and **data platform** evaluations.
- Qualified buying priorities, stakeholders, timing, and commercial path before advancing pursuits.
- Led **partner sales** coordination, creating shared plans for customer engagement and delivery readiness.
- Prepared negotiation materials that helped align procurement expectations with business outcomes.
- Transferred account knowledge to peers, creating repeatable practices for strategic opportunity management.

Account Executive, Infrastructure Software

June 2012 - June 2014

Crescent Technology Group

Richmond, VA

Developed infrastructure software territory coverage across commercial accounts, building foundational skills in prospecting, account management, **opportunity qualification**, sales campaigns, and customer support. Managed opportunities through discovery, proposal, negotiation, and handoff.

- Built territory coverage through targeted **prospecting** across infrastructure software accounts.
- Qualified customer requirements and buying roles before advancing proposals into active pursuits.
- Presented software value in business terms for technology leaders and procurement stakeholders.
- Supported contract discussions with clear requirements, pricing context, and next steps.

- Coordinated post sales handoffs, giving customers a clear path into implementation support.
- Documented account activity and pipeline decisions, creating dependable follow through across pursuits.

PROJECTS

Financial Services Data Growth Program 📅 2025

Connected account planning, partner outreach, database modernization, and AI for data positioning across regulated customer conversations. Shared goals created stronger executive dialogue and clearer paths from discovery through expansion.

Partner Self Sufficiency Initiative 📅 2023

Built practical partner engagement materials, qualification routines, and handoff guidance for enterprise pursuits. Trusted relationships improved coordination between channel teams, solution specialists, procurement, and customer sponsors.

LEADERSHIP & AWARDS

- Recognized for consistent enterprise account development across financial services and insurance markets.
- Earned peer recognition for clear opportunity planning and dependable partner coordination.
- Selected to share practical sales methods supporting complex technology pursuits.

EDUCATION

Bachelor's Degree in Business Administration

2012

Virginia Commonwealth University GPA: 3.5

Richmond, VA

Coursework: Enterprise sales, business development, financial management, marketing strategy

CERTIFICATIONS

- Cloud Digital Sales Foundations 📅 2026
- Enterprise Account Strategy Certificate 📅 2024

TECHNICAL SKILLS

- **Enterprise Sales:** Enterprise sales processes, Opportunity qualification, Sales campaigns
- **Account Management:** Accounts management, Territory planning, Pipeline management
- **Financial Services:** Financial services, Insurance, Regulated markets
- **Data Platforms:** Data platforms, Database solutions, AI for data
- **Business Development:** Business development, Prospecting, Market share growth
- **Partner Sales:** Partner sales, Channel partners, Partner self sufficiency
- **Commercial Operations:** Contract negotiation, Procurement, Commercial agreements
- **Customer Engagement:** Executive discovery, Customer support, Post sales support
- **Sales Planning:** Account planning, Opportunity plans, Sales campaigns
- **Technical Sales:** Database modernization, Technical requirements, Solution positioning

SKILLS

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|----------------------|----------------------|------------------------|-----------------------------|
| • Enterprise sales | • Data platforms | • Business development | • Pipeline management |
| • Account management | • Database solutions | • Sales campaigns | • Opportunity qualification |
| • Financial services | • AI for data | • Contract negotiation | • Post sales support |
| • Insurance | • Territory planning | • Partner sales | |

PROFESSIONAL AFFILIATIONS

- Member, Financial Services Sales Leaders Network, focused on responsible data conversations.
- Member, Association of Information Technology Professionals, supporting peer learning and industry connection.

LANGUAGES

- English (Native)
- Spanish (Intermediate)

ADDITIONAL INFORMATION

Work Status : Authorized to work in United States. No sponsorship required.

REFERENCES

AVAILABLE ON REQUEST