

JARED CHESNUT

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ENTERPRISE SaaS HUNTER | 6x PRESIDENT'S CLUB | MEDDPICC CERTIFIED | AI-ENABLED SALES

CAREER HIGHLIGHTS

16 years enterprise SaaS sales | \$250K average deal | 6-12 month sales cycles | Created the "Suspecting" prospecting methodology

CORE SKILLS

Salesforce | HubSpot | LinkedIn Sales Navigator | ZoomInfo | Clay | 6sense | Demandbase | Outreach | Gong | Nooks | Clari | Seismic | DocuSign | Gemini | Claude | Microsoft Teams | Executive Stakeholders: CIO | CTO | CFO | COO | CRO | CHRO | CDO

PROFESSIONAL EXPERIENCE

SPOTIO

Senior Enterprise Account Executive

2025-2026 | **Quota: \$760K** (ramp)

SPOTIO provides mobile field sales software that helps outside sales teams plan territories and execute their days with AI.

- FY26 Q1: Built \$3.2M in new-logo pipeline from a cold territory through 100% self-sourced outbound prospecting
- FY26: Introduced AI-powered field sales software to enterprise leaders, averaging 2.5 self-generated net-new meetings weekly

NEXTWORLD

Senior Enterprise Account Executive

2024 – 2025 (primary product sunset, roles eliminated) | **Quota: \$1.5M**

Nextworld provides enterprise application SaaS that automates workflows and business processes across departments.

- FY25: Ranked #1 in outbound production among all AEs and BDRs, self-sourcing 51 enterprise meetings and \$6.2M in pipeline
- FY25: Ran complex, multi-stakeholder evaluations for ERP modernization and workflow automation

MOTUS

Senior Enterprise Account Executive

2022 – 2024 (role eliminated at PE acquisition) | **Quota: \$1.2M**

Motus provides SaaS for vehicle, device, and reimbursement management through personalized cost calculations.

- FY23: Achieved 109% to \$1.2M plan and earned **President's Club**
- FY23 Q2: Fastest new sales hire to close a deal among 14 new hires
- FY23: Directed a pod of four BDRs that produced the most meetings among eight pods
- FY23 Q1: Voted most creative and most collaborative among four Senior Enterprise Account Executives
- FY22: Earned "Top Climber" award in onboarding class of 18 new hires

AISERA AI

Enterprise Account Executive

2021– 2022 | **Quota: \$1.5M**

Aisera, a Gartner Magic Quadrant Leader, provides AI-driven SaaS for automating multiple business processes.

- FY22: Achieved 122% to \$1.5M plan
- FY22 Q1: Set company record for meetings booked in one month, with 22 Fortune 500 meetings set in 31 days
- FY22 Q1: Fastest AE in company history to build 8x pipeline on a \$1.5M quota
- FY21 Q4: Led outbound calls, emails, and meetings set across AEs, CARs, and BDRs

IVANTI (formerly Cherwell Software)

Enterprise Account Executive

2019 – 2021 | **Quota: \$1.6M; Existing Book: \$3M**

Ivanti, a Gartner Magic Quadrant Leader, provides ITSM and cybersecurity SaaS used by 78 Fortune 100 companies.

- FY21 Q3: Ranked top 10% globally for revenue generated among 96 reps, producing \$983K against \$1.6M CY plan
- FY21 Q1: Ranked top 10% nationally for revenue generated among 48 reps, producing \$462K against \$1.6M CY plan
- FY20 Q4: Achieved 109% to the new-logo plan and 103% to the existing-book plan
- FY20 Q4: Earned the highest 360-degree peer review score on the Central team, scoring 96 among 32 team members
- FY19 Q2: Earned "Top Shelf" award for highest-rated remarks in Q4 global training class of 16

MOTUS (formerly Runzheimer)

Enterprise Business Consultant

2014 – 2019 | **Quota: \$1M; Existing Book: \$2.6M**

Motus provides SaaS for vehicle, device, and reimbursement management through personalized cost calculations.

- FY18: **President’s Club** recipient and highest revenue producer in Enterprise Sales across 30+ reps
- FY18: Achieved 131% to the existing-business plan and 100% to new-business plan
- FY18: Earned Circle of Excellence at 116% and National Runner-Up for Top Quota Achiever across 30+ reps
- FY18: Achieved 100% Club in Q1, Q2, Q3, and Q4
- FY17: Won Fast Starts for highest Q1 new-logo sales, producing \$261K against \$208.5K plan
- FY17: Ranked 4th in YTD sales among 24 consultants and earned the March Madness package (**President’s Club**)
- FY17: Achieved 91.6% to the new-business plan and 101.5% to the existing-business plan on \$2.6M book
- FY16: Achieved 94% to plan in the ramp year
- FY15: Created a “suspecting” methodology adopted across sales teams to improve pre-prospecting research, resulting in the company record of net new meetings booked from mid FY15 to FY18 (276)

ADP

District Manager

2012 – 2014 | **Quota: \$510K**

ADP provides HRIS, payroll, and workforce-management SaaS used by more than 1,000,000 organizations worldwide.

- FY14: Achieved 131% to \$510K plan from October through March
- FY14: Broker Relationship Regional Champion and National “White Boards Win Deals” Champion
- FY14: Won District Manager of the Month multiple times and earned Winner’s Circle in 11 of 12 months
- FY13: Achieved 235% to \$325K plan and earned **President’s Club**
- FY13: Named National Rookie of the Year
- FY13: National Runner-Up in ADP Software Demonstration Challenge, Major Accounts Division
- FY13: Regional Champion for Salesforce.com Knowledge & Proficiency Competition
- FY13: Responsible for recurring revenue of approximately \$7.9M
- FY13: Nationally recognized as “Super Star” with 100% sales-to-implemented rate

EDUCATION

TEXAS TECH UNIVERSITY

Bachelor of Arts, History | Lubbock, TX | 2005

SALES TRAINING & CERTIFICATIONS

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|--------------------------------|--|
| ● MEDDPICC 2023, 2025 | ● Miller Heiman Strategic Selling 2019 |
| ● Challenger Sale 2020, 2023 | ● Richardson Group Series I & II 2018 |
| ● Force Management 2025 | ● The DNAs of Selling 2020 |

ARTIFICIAL INTELLIGENCE CERTIFICATIONS (2026)

GOOGLE

- Gemini Prompt Engineering
- AI for Research and Insights
- AI for Brainstorming and Planning
- Maximize Productivity with AI Tools

ANTHROPIC

- Prompting with Claude
- Creating & Refining Artifacts
- Real-world AI

OPENAI

- Applied AI Foundations
- Agents And Workflows