



I DON'T JUST SELL SOLUTIONS—
I BUILD RELATIONSHIPS, SOLVE
PROBLEMS, AND CREATE GROWTH
THAT LASTS.

Tim Sharp

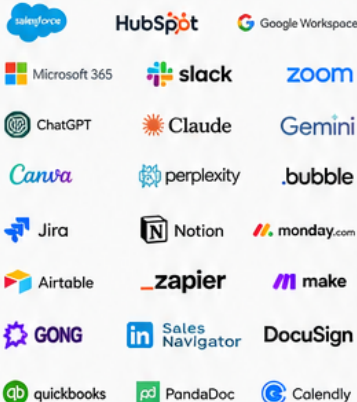
CONTACT

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CORE COMPETENCIES

- FULL-CYCLE SALES
- CONSULTATIVE SELLING
- ACCOUNT MANAGEMENT
- NEW BUSINESS DEVELOPMENT
- SOLUTION DEMONSTRATIONS
- DISCOVERY & QUALIFICATION
- CRM & PIPELINE MANAGEMENT
- CUSTOMER RETENTION & EXPANSION
- CONTRACT NEGOTIATION
- CROSS-FUNCTIONAL COLLABORATION

TECH STACK & TOOLS



TIM SHARP

STRATEGIC ACCOUNT EXECUTIVE
RELATIONSHIP BUILDER • PROBLEM SOLVER • GROWTH DRIVER

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Strategic sales professional with 10+ years of experience driving revenue growth through **consultative selling**, long-term customer partnerships, and **solution-based** account management. Proven ability to leverage **AI, CRM systems**, and data-driven insights to solve complex business challenges and deliver **measurable results**. Builder at heart with a track record of creating scalable solutions, automating workflows, and helping businesses grow faster, smarter, and stronger.



\$3M+
IN ANNUAL
REVENUE AVERAGE



16-18%
YOY TERRITORY
GROWTH



**TOP
PERFORMER**
MULTIPLE YEARS
RECOGNIZED



10+
YEARS OF SALES
EXCELLENCE



PROFESSIONAL EXPERIENCE

ACCOUNT EXECUTIVE | ABC HOME & COMMERCIAL SERVICES

SEP 2022 – PRESENT
AUSTIN, TX | REMOTE

Drive revenue growth and build lasting customer partnerships in the home services industry.

- Exceeded revenue targets while managing the full sales cycle from discovery to close.
- Ranked among the company's top-performing AEs while delivering outstanding results.
- Achieved 16-18% year-over-year territory growth through strategic account expansion.
- Create proposals, negotiate contracts, and close complex deals with confidence.

DEVELOPER-OWNER | HANDSOFFHQ

JAN 2026 – PRESENT
AUSTIN, TX

Founded and developed an AI-enabled SaaS platform that automates workflows and improves operational efficiency for residential service companies.

- Designed and built an AI-powered workflow automation platform from the ground up.
- Led product strategy, UX design, and feature development to solve real business problems.
- Leveraged AI tools to accelerate development, testing, and business process optimization.
- Partner with service business owners to validate pain points and deliver scalable solutions.

CO-OWNER | SWEPTUP CLEANING CO.

MAR 2025 – PRESENT
AUSTIN, TX

Built and scaled a technology-enabled cleaning company focused on growth, retention, and operational excellence.

- Manage paid ad campaigns across Meta & Google to drive customer acquisition.
- Increase customer retention and lifetime value through exceptional service and follow-up.
- Identify expansion opportunities and implement pricing strategies to grow revenue.
- Build systems and workflows to enhance accountability, efficiency, and customer experience.

SALES MANAGER | PENTAIR

JUL 2019 – JUL 2022
AUSTIN, TX | REMOTE

Led and developed a high-performing sales team across a multi-state territory.

- Coached and developed a 16-person sales team on consultative selling and pipeline discipline.
- Implemented processes that improved close rates, forecasting accuracy, and consistency.
- Conducted regular pipeline reviews and performance tracking to drive accountability.
- Partnered across sales, marketing, and operations to improve execution and results.

ACCOUNT EXECUTIVE | MEXCOR INTERNATIONAL

SEP 2013 – JUN 2019
AUSTIN, TX | REMOTE

Managed 50+ B2B accounts in hospitality, retail, and corporate sectors.

- Developed strategic growth plans with key accounts, driving increased product placement.
- Negotiated contracts and pricing agreements to maximize customer profitability.
- Expanded business through new account acquisition and partner relationship building.
- Delivered strong customer service and proactive account management.



EDUCATION

BACHELOR OF SCIENCE
UNIVERSITY OF NEVADA, LAS VEGAS (UNLV)
Las Vegas, NV



EDUCATION & CERTIFICATIONS



SALESFORCE TRAILHEAD CERTIFIED
Multiple Certifications in CRM & Sales Cloud



GOOGLE AI COURSES
AI Essentials & Prompt Engineering



MICROSOFT AI COURSES
AI Productivity & Automation