

Samuel Kebede

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EXPERIENCE

Full Cycle Account Executive

ZoomInfo

- 08/2025 - Present Houston, Texas
- Promoted to full-cycle Account Executive after ~7 months as an SDR, representing **one of the fastest promotion tracks within the organization**
- Ranked **#4 full-cycle Account Executive in Q4 2025**, based on closed-won revenue performance
- Ranked **#1 full-cycle Account Executive in October 2025** for self-sourced closed-won revenue, demonstrating strong outbound prospecting and deal ownership
- Recognized as **Team MVP by sales leadership for 2025** based on revenue impact, execution, and overall contribution to team performance

Mid-Market Outbound SDR

ZoomInfo

- 12/2024 - 07/2025 Bethesda, MD
- Drove \$814K in Q1 2025 pipeline, **ranked top 10 out of 150 reps** by executing a multitouch outbound outreach strategy
- Awarded **February 2025 Team MVP** for being the top performing SDR (133% to quota) and ranking #3 company-wide in net new opportunities created
- Promoted from the small business segment within 2 months after exceeding quota

Senior Inbound Sales Rep

ZoomInfo

- 05/2024 - 09/2024 Bethesda, MD
- Awarded September 2024 SDR of the Month (225% to quota; **#1 company-wide in net new opportunities**)
- First in my hiring cohort to promote from Inbound to Outbound SDR within 4 months after **achieving my 3-month performance target in my first month**

Investment Banking Analyst

Greene Group Industries & Tinicum Acquisition

- 06/2022 - 03/2024 Richmond, VA
- Created five-year financial projections across 200+ SKUs and six product categories in collaboration with Greene Group's executive team
- Developed LBO and DCF models evaluating operating scenarios and capital structures to establish a marketable enterprise valuation range
- Prepared summary fact sheets, memorandums, and management presentations for buyers and investors, helping drive early-stage engagement and competitive bids
- Managed communications with 130+ private equity and strategic bidders, overseeing meetings, NDAs, and diligence processes, ensuring a smooth diligence process and timely deal progression

Chief of Staff

Lucid - Acquired by Cint (STO: CINT)

- 08/2021 - 06/2022 New Orleans, LA
- Co-led integration for Cint's \$1B acquisition of Lucid, aligning cross-functional teams on timelines, systems migration, and post-close deliverables
- Provided analytical support to track over \$40 million in projected synergies, enabling clearer financial visibility and informing post-merger cost reduction and resource allocation decisions

EDUCATION

Bachelor of Arts, Economics & Business

The University of the South

- 05/2021 Sewanee, TN
- Honors/Awards: Phi Beta Kappa, Magna Cum Laude, Posse Foundation Scholar, Carey Fellow Business Honors

SUMMARY

Analytical, execution-oriented professional with experience across M&A, post-merger integration, and high-performance commercial roles. Rapidly promoted at ZoomInfo from SDR to full-cycle Account Executive and recognized as a top performer company-wide. Brings strong problem-structuring, stakeholder engagement, and facilitation skills, with a track record of translating complex inputs into clear actions in fast-paced, ambiguous environments.

SKILLS

Qualitative

Relationship Building	Negotiation	Writing
Communication	Problem-Solving	
Attention to Detail	Project Management	
Organizational Skills	Presentation Skills	

Quantitative / Tools

Financial Modeling & Analysis	Figma	Excel
PowerPoint	UI/UX Design	
Mobile and Web App Development		