Zachary Stoia

Annapolis, MD | 908-770-8298 | zachstoia10@gmail.com | www.linkedin.com/in/zacharystoia | zachstoia.com

Sales Experience

Account Executive: ZoomInfo- Washington DC/Remote — February 2021-Present

- 5x President's Club winner with 18+ consecutive quarters at 100%+ quota attainment, including 197% attainment in 2025
- Generated $9.5M+ in new business revenue and closed 400+ new logos during five years as an Account Executive
- Closed notable clients including Kforce, Urban One, Boston Children's Hospital, Temu, The Economist, and Evernex
- Managed the full sales cycle across inbound, outbound, and self-sourced opportunities
- Consistently generated 10+ self-sourced meetings per month while managing a pipeline of 100+ active opportunities
- Delivered product demonstrations and technical discovery to prospective clients across ZoomInfo's 6+ core products
- Sold ZoomInfo's API, data infrastructure, and MCP solutions to Sales, Marketing, Revenue, Data, IT, and Engineering teams, helping organizations integrate data into workflows, internal systems, GTM strategies, and AI-driven initiatives
- Built internal AI agents using Codex, Claude, and Gemini to automate prospecting, account research, meeting preparation, and in-pipeline deal strategy, increasing sales efficiency and reducing manual research time
- Partnered with SDR, Sales Engineering, Account Management, and Customer Success teams throughout the new business sales and post-sale process to support successful pre-sales, onboarding, adoption, and account growth
- Served as a go-to resource and coach for new sales hires, coaching on prospecting, demos, negotiation, and product positioning
- Consistently selected for "Tiger Teams" to bring new products to market, testing positioning, talk tracks, pricing, and GTM strategy

Outbound Sales Development Representative: ZoomInfo- Washington DC/Remote — June 2020-January 2021
Sales Development Representative: Traitify- Baltimore, MD — June 2019- April 2020

- Earned ZoomInfo's 2020 Zoomie Award for top sales performance across the organization and was named SDR of the Month twice at Traitify
- Broke ZoomInfo's all-time completed meetings record within four months of joining the company
- Generated 50+ new business opportunities per month for nine consecutive months through targeted outbound prospecting
- Consistently exceeded quota, including four consecutive months at 100%+ attainment at Traitify
- Built and executed multi-channel prospecting strategies across cold calling, targeted email, social outreach, and trigger-based selling using signals such as intent, executive hires, and funding events
- Supported SMB through enterprise sales motions, securing and qualifying meetings with Director-level and executive decision-makers across multiple industries

Special Skills/Proficient Technologies

- SalesForce/Hubspot
- Outreach/SalesLoft
- Marketo/Pardot
- ZoomInfo/LinkedIn Sales Navigator
- Tableau
- DocuSign
- Claude/ChatGPT/Gemini