

Mark Levesque

Enterprise Account Executive | New-Business Hunter — Cybersecurity & B2B SaaS | Net-New Logo Acquisition
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CAREER HIGHLIGHTS

329% peak quota attainment • **12 of 13** years at quota (Microsoft) • **\$1.2M** new-business ARR in <10 months • **\$500K+** avg. multi-year ACV (Epiq)

PROFESSIONAL SUMMARY

Enterprise Account Executive and new-business hunter with 15 years of field sales experience across cybersecurity, modern work, cloud, and digital transformation. At BlueVoyant, built **\$1.2M** ARR in under 10 months selling MDR, threat intelligence, and managed security solutions to CISOs and security leaders at regulated enterprises. At Microsoft, averaged **12 of 13** years above quota on a Fortune 500 Southeast territory, peaking at **329%**, selling the full Microsoft 365, Azure, and Security stack.

A true hunter: at both Epiq and BlueVoyant I was handed large named-account lists (380 and 710 accounts) with no book of business and self-sourced every dollar, building each territory from scratch by leveraging Microsoft relationships and partner ecosystems. I run multi-threaded cycles across technical architects, business-unit leaders, and C-suite executives, and win net-new, multi-product agreements with clear business value.

CORE COMPETENCIES

Sales & Deal Execution: Enterprise Solution Selling & Complex Cycles, Value-Based Selling & ROI Articulation, Contract Negotiation & Large-Deal Closing, MEDDIC / MEDDPICC / Challenger

Relationship & Stakeholder Management: New Business Development & Net-New Logo Acquisition, Territory Build-From-Scratch, Outbound Prospecting & Self-Sourced Pipeline, C-Level Executive Engagement

Strategic & Business Acumen: Pipeline Management & Forecasting, Territory Management & Market Expansion, Business Case Development & Financial Acumen, Digital Transformation (SaaS, Cloud & Security)

SALES TECHNOLOGY & DOMAIN FLUENCY

CRM & Sales Stack: Salesforce, Microsoft Dynamics 365, Salesloft, Gong, Seismic

Prospecting & Account Intelligence: ZoomInfo, LinkedIn Sales Navigator, 6sense

Pipeline, Forecasting & Analytics: Salesforce Reporting & Dashboards, Microsoft Power BI, Pipeline Forecasting & Quota Modeling, AI-assisted deal insights

Security & Identity Domain Fluency: Zero Trust, IAM/PAM/IGA, Microsoft Entra ID, Okta, SailPoint, Ping Identity, Saviynt, Microsoft Defender, Microsoft Purview, BlueVoyant MDR/TPRM/DRP, Varonis

Cloud Platforms: Microsoft Azure, Microsoft 365, Google Workspace

Compliance Frameworks: NIST CSF, SOC 2, ISO 27001, HIPAA, FedRAMP, GDPR

PROFESSIONAL EXPERIENCE

Account Executive, Partner Solution Sales | AudioCodes Remote November 2025 – May 2026

- Owned a \$5.1M annual quota across a greenfield East Coast enterprise and GSI-partner territory for a \$242M networking technology company.
- Stood up the partner co-sell motion from zero, recruiting and activating 4 GSI and enterprise partners and building the territory's first qualified pipeline within the first two quarters.
- Mapped target accounts against partner footprint using LinkedIn Sales Navigator and ZoomInfo to align incumbent relationships with solution fit, qualifying partner referrals through MEDDPICC — converting \$2.3M in pipeline at a 39% rate.
- Equipped partner AEs with tailored value positioning and competitive differentiation content, enabling them to navigate multi-threaded stakeholders and close deals 33 days faster while lifting average deal size 27%.

Client Executive (New-Business Hunter) | BlueVoyant Remote February 2025 – November 2025

- Handed 710 named accounts with zero book of business and self-sourced every opportunity — building \$1.2M in new ARR and 4 net-new enterprise logos in under 10 months.
- Sold the full platform (MDR, TPRM, DRP) into a territory that was ~90% technology companies — effectively selling against competitors — building ground-up business cases with no inbound demand at \$325K average ARR per customer.
- Won 3 breach- and audit-triggered competitive deals at \$128K average ARR per customer, accelerating the cycle and co-developing business cases to demonstrate vendor governance and supply-chain risk controls.

- Orchestrated co-sell motions with Microsoft's field team, leveraging the co-sell channel to accelerate pipeline in Defender and Sentinel accounts.
- Built a territory intelligence system in Salesforce with ZoomInfo and LinkedIn Sales Navigator to map decision-makers, flag exec role changes, and qualify outbound targets.

Account Director (New-Business Hunter) | Epiq Global

Remote August 2023 – February 2025

- Handed 380 retail and manufacturing accounts with no existing relationships in ~90% of them — hunted them cold to exceed a \$2M quota by 113% at \$500K+ average ACV across legal, IT, and finance stakeholders.
- Won 27 net-new logos in 18 months by self-sourcing pipeline from scratch — becoming the partner Microsoft sellers handed E5 compliance, eDiscovery, and information-governance deals to by name — co-selling through Microsoft GTM and alliances with OneTrust, Exterro, Transvault, and Migration Partners across both existing and new relationships.
- Built ECFs and SOWs for Microsoft field teams — often late into the evening to push deals through — while retaining 88% of accounts through measurable compliance and data-governance outcomes.

Senior Sales Specialist — Security, Compliance & Modern Work | Microsoft Corporation

Atlanta, GA & Nashville, TN January 2011 – August 2023

- Delivered 329% peak quota attainment and closed the largest Office 365 deal in the Southeast (including the F1 frontline SKU for workforce enablement), driving digital-workplace transformation and security governance for enterprise and mid-market customers.
- Hunted and developed first-time relationships with key decision-makers in emerging go-to-market areas — Microsoft Security and Compliance — opening net-new revenue streams in buying centers where no prior relationships existed.
- Carried a quota based exclusively on net-new annual revenue — compensated only on new business created, not renewals or run-rate.
- Drove net-new revenue across the Microsoft Security portfolio with the Account Team Unit (ATU), pairing sharp business acumen with technical fluency to win executive buy-in and close competitive deals.
- Consistently displaced competitors while advising on Zero Trust, data protection, and AI/Copilot readiness, enabling safe digital modernization.

EDUCATION & CERTIFICATIONS

Bachelor of Science, Information Systems

Certifications: Global Sales Challenger

AWARDS & RECOGNITION

Microsoft Circle of Excellence & Champion Awards — multiple years (individual recognition). Contributor to Microsoft Partner of the Year wins: Cybersecurity (BlueVoyant) and Compliance (Epiq Systems).