

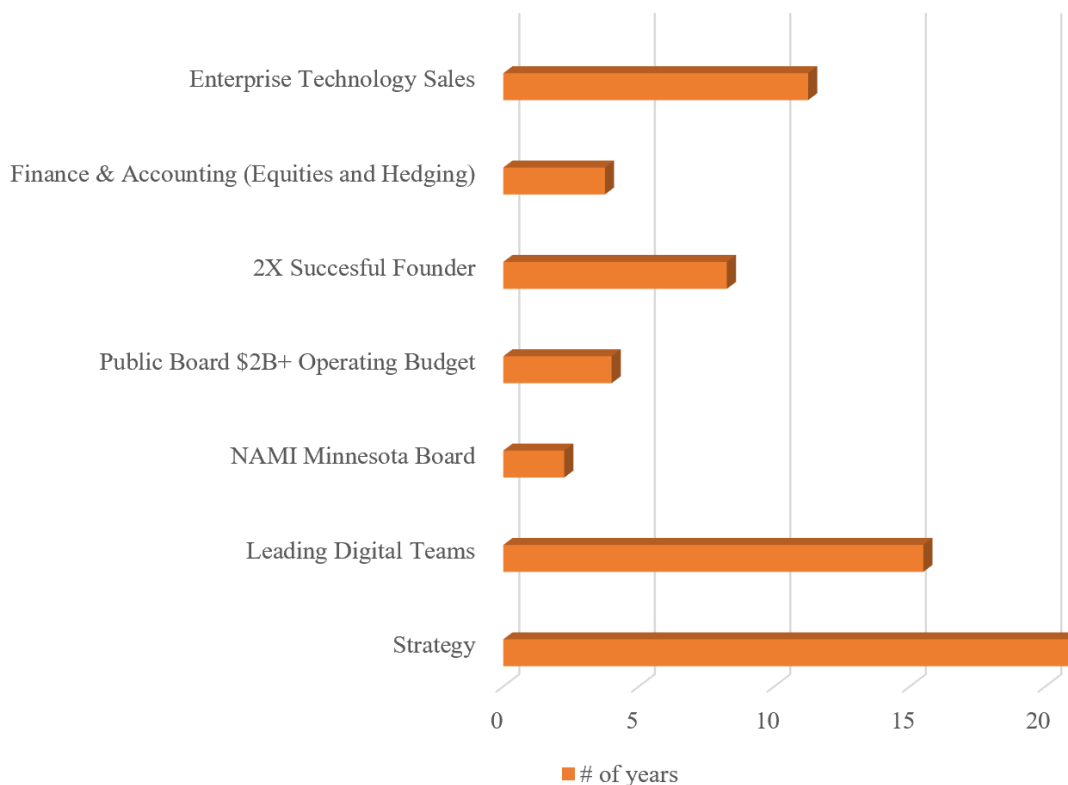
Jacob Englund

Proven Strategic Leader, Board Member and Enterprise Technology Executive. Exceeding results annually for Microsoft and Oracle. Building virtual teams, delivering value to customers, developing teammates, exceeding multi million dollar quotas, finding net new revenue/pipeline, managing complex deal cycles, understanding customers business issues, and learning more than taught.

Diagnosed Bi-Polar Type 1 while touring nationally with rock band (co-founder). Multiple in-patient hospitalizations. Medication compliant and high-functioning.

Personal mission: help others find care and navigate the mental health system to lead happy and productive lives.

Experience



LEADERSHIP

NAMI Minnesota

Board of Directors, Treasurer

St. Paul, Minnesota

January 2020 - Present

- Exceeded fundraising goals annually for the NAMI MN Walk, recently a top 10 fundraiser
- Speaking at events such as The Bipolar Symposium, May 2022
- Connecting those with mental health needs with care through NAMI MN and one on one

Minnesota State Colleges and Universities (MN State)

Board of Trustees

St. Paul, Minnesota

July 2008 – July 2012

- Appointed by Governor Tim Pawlenty to 2 consecutive terms
- Built relationships with CEOs, state political leaders, and university Presidents to influence policy
- Delivered commencement speeches at over a dozen college and university ceremonies
- Governed organization with over 20K employees, 430K Students, and \$2B annual operating budget

CAREER SUMMARY

Strategic Experience

- ✓ 7 years solving global issues with C-Suite executives
- ✓ 2 years serving the NAMI Minnesota Board of Directors, currently serving as Treasurer
- ✓ 8 years running profitable businesses I have founded
- ✓ 4 years leading 20K Employee and \$2B Operating Budget with CXOs on the MN State Board of Trustees
- ✓ 2 years as Vice-Chairman of MN State Advancement Committee

Sales Highlights

- ✓ 10 years as Executive in Enterprise Technology Sales
- ✓ \$50 million+ in net new cloud sales
- ✓ Proven success exceeding multi-million-dollar quotas
- ✓ 15 years of experience leading digital teams and winning net-new accounts

Accounting & Finance

- ✓ 2 years on Finance Committee for NAMI Minnesota
- ✓ 2 years building discounted cash flow models and analyzing small market capitalization equities
- ✓ 2 years serving the Audit Committee of the MN State Board of Trustees
- ✓ 2 years at Cargill in the Controllers Group, Financial Service Center and Risk Management (Hedging)

EXPERIENCE

Microsoft

Sales Executive

Minneapolis, MN

Oct 2019 - Present

- Account base: Goldman Sachs, Charles Schwab & other leading firms in Capital Markets
- Solving business challenges with Cloud Technology
- Consistently exceeding sales targets
- Developing relationships with C-Suite Executives, Partners, and internal stakeholders
- Leveraging company investments in NAMI MN

Oracle Corporation

Application Sales Manager

Minneapolis, Minnesota

Jan 2016 - Oct 2019

- Promoted twice in 3 years
- Regularly exceeded sales targets by number of deals closed and total booked revenue
- In depth understanding of Oracle's systems, processes, policies and values
- Providing strategic thinking, analysis and recommendations to teammates on complex deals

Orbitation (a sales agency serving Cloud Startups)

Sales Lead, Founder & CEO

Minneapolis, Minnesota

Oct 2011 – Dec 2015

- Hunted and sold first customers; winning Net New logos at dozens of Cloud/SaaS Startups
- Reduced sales cycle from over 90 days to under 30 days for B2B Cloud Startup Apruve
- Developed revenue model and closed first enterprise customers for B2G Cloud Startup iCrimeFighter
- Hired, trained, and managed team of 10 employees and contractor resources to meet needs of growing business

Cargill

Finance Intern then hired full-time as Operations Analyst

Wayzata, Minnesota

Jan 2010 – Sept 2011

- Networked cross-functionally to gain 2 internship rotations, followed by a full-time offer
- Managed development of information protection policy and SharePoint reconstruction

Wells Fargo

Sales Manager & Mortgage Consultant

Minnetonka, Minnesota

Sept 2006 – Sept 2007

- Built referral network with over 100 financial planners, realtors, and insurance agents
- Presented and closed retail home loans, product line: Fixed, ARM, Neg AM and FHA

Dropping Daylight (*a rock band playing original music*)

Sales Lead, Executive Manager, Co-Founder, Drummer

West Hollywood, California

Sept 2001 – March 2006

- Opened for dozens of well-known acts including: Jonas Brothers, Green Day, Jason Mraz, and many others
- Sold over 200 concert contracts, performed on drums at over 600 concerts across North America
- Negotiated \$250K recording contract with Sony BMG & Octone
- Designed and implemented national grass roots marketing campaigns managing 1,500 volunteers
- Managed nationwide business team of agencies, a total of 40 personnel across five firms + 7 touring staff

EDUCATION**University of Minnesota** *Curtis L. Carlson School of Management*

Bachelor of Science in Business, Major: Finance

Minneapolis, Minnesota

September 2009 – May 2011

- Participated in study abroad program at Indian School of Business, Hyderabad, India
- Awarded Curtis L. Carlson Family Foundation Scholarship for leadership

Normandale Community College

Associate of Arts with emphasis in Accounting

Bloomington, Minnesota

September 2007 – May 2009

- Elected Student Council Vice-President
- Achieved Dean's List all 4 semesters

Berklee College of Music

Majors: Music Business and Drum Performance

Boston, Massachusetts

September 2001 – May 2002

- Performed on 2 records from founded and co-founded projects
- Assistant to the College President