

CONNOR D. LAPRESI

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EDUCATION:

Cornell University ♦ Ithaca, NY ♦ 2013-2018

Bachelor of Science majoring in Communication with a minor in Business. GPA: 3.4/4.0

Varsity Wrestling Team ♦ 1/16 - 5/18 ♦ Ranked top 10 nationally

VP of Communication Student Advisory Board (CSAB)

- Organized alumni networking events, connecting students with internship opportunities and assisted with underclassman enrollment.

EXPERIENCE:

Oracle ♦ Burlington, MA

Account Executive ♦ 3/19 -Present

- Responsibilities
 - Covering Oracle's ERP, EPM, SCM, and HCM cloud suit.
 - Identify IT environments in enterprise sized companies that include both Oracle and competitor (SAP, Workday, Salesforce) products
 - Create specific sales plays attacking researched gaps in competitor functionality as well as cloud specific messaging in Supply Chain and ERP
- Performance
 - FY19 Q3: 94% attainment, 3rd in org. stack rank
 - FY19 Q4: 112% attainment, 4th overall
 - FY20 Q1: 78% attainment, 5th overall

Business Development ♦ 8/18 – 3/19

- Responsibilities
 - Covering Oracle's Front Office CX suite alongside virtual team
 - Conduct strategic marketing campaigns
 - Targeting key decision makers in enterprise (\$2B in ARR) accounts
- Performance
 - FY19 Q1: 123% attainment, 19/33 in national stack rank
 - FY19 Q2: 217% attainment, 15/42
- Leadership
 - Lead "Future Innovators Pathway" with nearby Burlington High School, serving as a mentor to aspiring computer scientists
 - Chosen by Leadership as mentor for new hires in "Buddy" program
 - VP of Membership for area Toastmasters, served as representative in District competition, placing second.

Brainbuild ♦ Durham, NC ♦ 2/16-8/17

Head of Client Relations

- Start-up's first salesman, I had the opportunity to create entirely new sales materials including; price quotes, invoices, sales pipeline, informational pamphlets, and case studies
 - Made Company's first sale from initial touch point to close with the University of Iowa with ARR of \$7,200
- Work directly alongside CEO to create company strategy, investment pitch decks, and the hiring of new team members.
 - Attended national athletic and entrepreneurial conferences, networking and meeting leaders in the field such as Rodger Goodell

ACTIVITIES:

Better Banter ♦ Boston, MA ♦ 10/19- Present

Founder / "Game Master"

- Better Banter offers fun conversation starters, table topics, and other engaging games at various bars and breweries in the greater Boston area.
 - We remove the social anxiety surrounding public speaking and give our audience the chance to better their skills in a fun and open environment.