

DAVID SPURLOCK

ACCOUNT EXECUTIVE | B2B SAAS | CYBERSECURITY & COMPLIANCE

PROFESSIONAL SUMMARY

Account Executive and customer-facing technology professional with full-cycle B2B sales experience across recruiting services, web hosting, real estate, and entrepreneurship. Combines consultative discovery, outbound prospecting, solution selling, technical troubleshooting, account development, and executive communication. MBA in AI & Marketing with cybersecurity, cloud, and product training.

CORE SKILLS

Programming Languages: Python, SQL, Bash, PowerShell
Sales & Accounts: Full-cycle sales, outbound prospecting, consultative discovery, account planning, pipeline management, forecasting, negotiation, proposals, CRM discipline, relationship development
Customer Experience: Technical troubleshooting, onboarding, escalation management, issue resolution, stakeholder alignment, executive communication, retention, referral development
Security & Tools: Salesforce CRM, MEDDICC, Jira, Splunk, AWS/Azure, SIEM/EDR, IAM/SSO, vulnerability management, Wireshark, Nessus, Burp Suite

PROFESSIONAL EXPERIENCE

- Hire Love** | Account Executive, Recruiting Services | Denver, CO

Mar 2024 - Mar 2025

Sold recruiting services to founders and hiring leaders through a consultative, relationship-driven sales process.
 - Built qualified pipeline** through targeted sequences, call blocks, events, and executive outreach, sustaining consistent account activity and meeting volume.
 - Owned discovery, proposal development, fee discussions, and delivery handoff;** led weekly sales reviews that sharpened messaging, aligned leadership, and removed blockers.
- GoDaddy** | Hosting Sales & Support, B2B/B2C | Gilbert, AZ

Oct 2018 - May 2019

Advised SMB customers on domains, hosting, SSL, and security products while managing technical and commercial escalations.
 - Earned top-seller ranking** by aligning hosting, SSL, backup, and security solutions to customer growth and risk needs.
 - Protected customer relationships and accelerated resolution** by translating technical issues and coordinating escalations across support and engineering.
- Land Advisors Organization** | Land Broker | Scottsdale, AZ

Sep 2013 - Oct 2015

Advised developers and investors on Arizona land acquisition, feasibility, entitlement, pricing, and market positioning.
 - Sourced off-market parcels and supported multi-million-dollar transactions** by cultivating relationships with landowners, developers, investors, and public stakeholders.
 - Strengthened investment decisions and approval paths** through feasibility, pricing, site analysis, due diligence, and regulatory coordination.
- Russ Lyon Sotheby's International Realty** | Sales Associate | Scottsdale, AZ

Nov 2013 - Sep 2014

Managed referral-led residential transactions from valuation and listing strategy through negotiation and close.
 - Closed \$2.2M in residential transactions** through referral-driven business, market-backed pricing, and disciplined transaction management.
 - Accelerated sales and repeat/referral activity** through targeted marketing, proactive communication, and issue resolution.
- Pontrelli Fountain Company, LLC** | Managing Partner | Gilbert, AZ

Jan 2010 - Oct 2015

Co-led a specialty-products business spanning sales, product development, digital marketing, supply chain, and logistics.
 - Generated \$100K+ in sales and freight revenue** by identifying market opportunities, expanding into new markets, and developing national customer relationships.
 - Launched 8+ products from customer and trade-show feedback** while improving profitability and delivery through supply-chain and logistics changes.

EDUCATION & CREDENTIALS

Arizona State University, W. P. Carey School of Business - MBA, AI & Marketing, 2025 | B.S., Business Entrepreneurship, 2018
Credentials: Certified Ethical Hacker (CEH), EC-Council, 2022 | Web Application Hacking & Security, 2022 | ASU Cybersecurity Boot Camp, 2020
Additional Training: Product Management for Engineers, Cornell, 2021 | Splunk Fundamentals, 2020