

LEVI WEAVER JOHNSON

Account Director | B2B Enterprise Sales | Strategic Accounts | Top-Ranked Performer

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PROFESSIONAL SUMMARY

Top-ranked B2B sales leader with 6+ years closing complex enterprise deals across SaaS, research & advisory, and engineering software. **Globally ranked #1 (2023), Top 5% (2024), and Top 10 (2025) at Omdia**, with a proven record of exceeding quota, winning competitive six-figure deals, and expanding strategic accounts through consultative, data-driven selling. Trusted advisor to C-suite and senior stakeholders, translating research, data, and technology into measurable business outcomes.

PROFESSIONAL EXPERIENCE

Omdia (Informa TechTarget), Account Director

Aug 2022 - Present

Remote • Enterprise research, data, and advisory services

- **Ranked #1 sales representative globally in 2023; sustained Top 5% performance in 2024; finished Top 10 globally in 2025 at 102% of quota.**
- **Carried an annual sales quota ranging from \$1.5M to \$2.2M depending on fiscal year**, consistently ranking among top global performers against target.
- Own full-cycle enterprise sales motion, from prospecting through close, selling syndicated research, custom consulting, and advisory engagements to strategic accounts across technology, telecom, and media.
- Build and execute multi-year account growth plans, identifying upsell and cross-sell opportunities that consistently expand wallet share across new and existing clients.
- Deliver tailored executive presentations to C-suite and senior decision-makers, translating complex data solutions into clear ROI and competitive advantage.
- Partner cross-functionally with analysts, consulting leads, and customer success to position Omdia's full portfolio and drive renewal and expansion revenue.

Accredible, Account Executive

Aug 2021 - Jan 2022

Remote • Digital credentialing SaaS

- Sold digital credentialing SaaS to higher-education institutions and enterprise clients, accelerating platform adoption and seat expansion.
- Cultivated strategic partnerships that increased platform engagement and broadened service utilization across the customer base.
- Guided customers through digital transformation initiatives, streamlining credential workflows and improving operational efficiency.

Boundary Systems, Account Executive

Feb 2020 - Aug 2021

Cleveland, OH • Engineering simulation & product development software

- **Closed a \$500K competitive enterprise account** through consultative selling and multi-stakeholder relationship building, displacing an entrenched incumbent.
- **Achieved 125% of new-business quota** in first year; ranked among top reps for new client acquisition and account retention.
- Built customized sales strategies addressing client pain points in engineering simulation, CAD/CAE workflows, and product development.

Total Quality Logistics, Account Executive

Dec 2018 - Oct 2019

Cleveland, OH • Freight brokerage

- **Recognized as a Top 5% broker for new business generation in Q3**, consistently exceeding quarterly revenue targets in a high-velocity sales environment.
- Managed full sales cycle from cold prospecting to close in a competitive, fast-paced freight brokerage market.

EDUCATION

Western Governors University, B.B.A., Business Administration & Management

CORE COMPETENCIES

Enterprise Sales • SaaS • Strategic Accounts • Research & Advisory • C-Suite Engagement • Consultative Selling • Negotiation • Salesforce • HubSpot