

Blake Fine

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PROFESSIONAL EXPERIENCE

Revenue Vessel

San Francisco, CA

Account Executive

October 2025 – Present

- Closed 26 net new logos totaling \$258K ACV selling to sales leaders and operations teams across SMB/MM customers spanning multiple verticals
- Ramped from 48% in Q4 2025 → 76% in Q1 2026 → averaging 111-117% closed won over the last three months with active pipeline, on pace for 115%+ annual quota attainment
- Maintained ~\$9,900 average deal size with ~35-day sales cycle, self-sourcing net new pipeline and owning full cycle from outbound prospecting through contract execution
- Collaborated with founding AE to build outbound sequences, campaigns, and strategic account targeting frameworks adopted across the sales team; interviewed and coached SDR candidates as the team scaled
- Promoted from SDR to AE in 7 months based on closed ACV contribution and quota performance
- Recruited to Revenue Vessel by a co-founder based on performance and outbound track record at Subsplash

Sales Development Representative

March 2025 – October 2025

- Sourced \$462K+ in closed ACV across 36 net new logos, serving as a key driver of Revenue Vessel's growth from \$250K to \$2M ARR
- Exceeded 20 qualified meeting/month quota in all but one month across full SDR tenure, maintaining 100+ daily dials alongside email outreach and LinkedIn prospecting
- Built outbound sequences and targeted campaigns in collaboration with the founding AE, contributing to the prospecting infrastructure used across the team
- Participated in SDR candidate interviews and peer coaching as the team began to scale; promoted to Account Executive in 7 months

Subsplash

Seattle, WA (Remote)

Account Executive

November 2024 – March 2025

- Achieved 223% of ramp quota during initial sales period, closing \$57,758 in new ACV and exceeding revenue targets by 44%
- Hit 140% of YTD quota and 126% of six-month revenue goal, maintaining \$2,218 average deal size across SMB segment
- Managed full sales cycle in Salesforce Lightning from prospecting through close

Sales Development Representative

March 2024 – November 2024

- Achieved 100% quota attainment, averaging 12 held meetings per month through outbound prospecting
- Sourced 36 net new logos resulting in \$60,200 in closed ACV (\$2,736 average ACV)
- Qualified inbound and outbound leads, scheduling product demonstrations and documenting discovery insights in Salesforce to support downstream sales cycles

EDUCATION

New Orleans Baptist Theological Seminary

New Orleans, LA

Master of Arts, Biblical Studies – 2023

Shorter University

Rome, GA

Bachelor of Arts, Christian Studies – 2017

SKILLS & TOOLS

CRM & Sales Tools: Salesforce, HubSpot, Nooks, Outreach, LinkedIn Sales Navigator, ZoomInfo, AskElephant

Core Competencies: Full-Cycle Sales, Outbound Prospecting, Cold Calling, Pipeline Generation, Contract Negotiation, SMB Sales, Vertical SaaS, Sales Engagement Platforms