

Anthony Arminio

ant.arminio@gmail.com | 508.245.3559 | New York, NY 10044 | [LinkedIn](#)

WORK EXPERIENCE:

Jolly.com - New York, NY

Mar 2026 - Present

Partnerships Lead

- Report directly to the CEO and the Board of Advisors
- Built Jolly's sales methodology, onboarding program, and overall sales motion
- Opened the logistics vertical and generated 1M in Pipeline < 60 Days
- Closed first logistics deal for the company

Smartsheet - Boston, MA

Oct 2025 - Mar 2026

Enterprise Account Executive - New Business

- Q4 FY26 - 112% - Ramp
- Primary Focus on Fortune 500 Companies

Samsara - Philadelphia, PA

Jan 2025 - Oct 2025

Enterprise Account Executive

- Q1 FY26 - 145% - Ramp
- Q2 FY26 - 117%

Verkada - Philadelphia, PA

Aug 2024 - Oct 2024

Regional Sales Manager

- Managed a team of 6-9 Account Executives working with Corp clients in the NE region of the US
- Tasked with interviewing, hiring, training, and managing new account executives

Verkada - St. Petersburg, FL

Nov 2023 – Aug 2024

Sr. Account Executive - Team Lead

- **Presidents Club FY'24 - Company Overall #1/800 reps in Net New Logos**
- Q2 FY25 Attainment - 128% - NL 180% (90% Net New Rev)
- Q2 FY25 #1 Transactions / #1 Trials / #1 Revenue / #1 NLs
- Q1 FY25 Quota Attainment 123% - NL 80%
- Q4 FY24 Quota Attainment - 110% - NL - 120%

Verkada - St. Petersburg, FL

Oct 2022 – Nov 2023

Account Executive

- Q3 FY24 Quota Attainment 121% - NL - 180%
- Q2 FY24 Most Transactions East - Award
- Q2 FY24 NL Attainment - 140% - Channel MVP Award
- Q1 FY24 Quota Attainment 125% - NL - 140%

Premier Supplies - New York, NY

July 2021 – Oct 2022

Senior Account Executive

- FY21 Generated 1M in Organic Business: Retained 70% of existing clients
- Participation in multiple RFPs resulting in 2-5Yr Contracts against national/regional competitors

WB Mason, New York, NY

July 2008 – July 2021

Senior Account Executive

- FY2013, FY2016, FY2017, FY2019 Most New Accounts Opened
- FY 2012 Promoted to National Account Executive
- FY 2012 - Salesman of the Year - 165% Organic Growth
- FY 2009 - Rookie of the Year - #1 New Business

EDUCATION:

Marist College, Poughkeepsie, New York

Bachelor of Science, Major Business Administration; Crew Team

May 2008

SKILLS:

ZoomInfo, Outreach, SFDC, Clari, Looker, Pipeline Generation, MEDDICC Certified, Sandler Certified, Deal Inspection, Customer Relations, Channel Development, Forecast Management, DiscoverOrg, Microsoft / G-Suite