

# Gregorio Fenocchi

## Account Executive

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📍 Barcelona

🌐 Gregorio Fenocchi

### Education

Accounting Diploma,  
*P.Belmesseri*  
Italy

Film Directing &  
Screenplay Writing,  
*Accademia Nazionale Di*  
*Bologna*

### Certificates

- Investment Foundations Certificate - CFA Institute
- Certified Inside Sales Professional (CISP) - Emblaze Philadelphia Chapter

### Skills

- Cold Calling & Prospecting
- Closing & Negotiation
- Territory Management
- Pipeline Management
- Sales Quota Attainment
- B2B Solution Selling
- Account Management
- New Hire Training & Onboarding
- RFP & Proposal Development

### Summary

**Entrepreneurial Sales Leader** with a proven track record of driving revenue in high-growth Fintech and Banking sectors. Native **Italian** speaker with a "**can't-stop-won't-stop**" attitude, specialized in navigating the Italian SMB market to transform prospects into "**raving fans.**" Demonstrated excellence in high-velocity hunting and complex closing, recently evidenced by a **€300k single-deal win** and the consistent management of a **5x sales pipeline**. A results-oriented "**Game Changer**" dedicated to over-achieving quotas and leveraging digital strategies to scale global market presence.

### Professional Experience

#### Account Executive, *Revolut*

10/2025 – Present | Barcelona

- **Closing & Performance:** Successfully passed probation by demonstrating immediate impact, notably **closing a €300k deal** and contributing to a 56% YoY increase in transaction volume.
- **Strategic Pipeline & Prospecting:** Currently managing a **5x sales pipeline for Q2 2026** through aggressive cold calling and digital prospecting, consistently exceeding monthly KPIs.
- **Consultative Solution Selling:** Translates complex FX hedging and treasury products into actionable growth strategies for Italian SMBs, transforming prospects into "raving fans."

#### Global Advisor, *Intesa Sanpaolo*

03/2025 – 09/2025 | Sarzana

- **Advisory & Growth:** Managed a diverse retail client portfolio, providing tailored financial and insurance solutions while building long-term trust through active listening and needs discovery.
- **Entrepreneurial Management:** Independently organized daily schedules and client meetings, demonstrating the "self-starter" mindset required to manage a high-performing sales district.
- **Technical Rigor:** Completed intensive professional development for the **OCF certification**, mastering complex wealth planning and protection strategies in a top-tier banking environment.

## Languages

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- English
- Italian

### Account Executive, *TEAM international*

10/2023 – 03/2025 | Remote

- **Quota Achievement:** Successfully **reached and maintained a €1.3M sales quota**, driving new business development through targeted digital strategies and high-volume client engagement.
- **Leadership & Onboarding:** Coordinated onboarding and training for new hires, establishing a foundation for district leadership and ensuring seamless team integration.
- **Partnership Building:** Established long-term partnerships by delivering tailored solutions to complex client needs, maintaining a high retention rate through consultative management.

### Director of Strategic Relationships,

*upSWOT (Acquired by Uptiq)*

04/2023 – 10/2023 | Remote

- **Stakeholder Management:** Orchestrated high-impact relationships with enterprise clients for a leading SaaS platform, focusing on market expansion and long-term partnership sustainability.
- **Strategic Enablement:** Led cross-functional initiatives in sales enablement and strategic media, aligning complex business objectives with platform adoption.
- **Proposal Leadership:** Managed the end-to-end RFP/RFI process, coordinating internal teams to deliver high-level technical proposals and customized solutions for Fortune 500 prospects.

### Senior SDR, *Finastra*

04/2021 – 04/2023 | Lisbona

- **Massive Revenue Generation:** Generated over **\$15M in total pipeline** across two years, consistently exceeding targets (**120% achievement**) for Financial Institutions and Credit Unions.
- **Market Hunting:** Executed a 100% hunting-focused strategy targeting Investment Firms, ECAs, and PSPs, with an average deal size ranging from **\$200k to \$350k**.
- **International Collaboration:** Partnered with North American Payment teams to secure "Net New Name" accounts while managing and expanding existing stakeholder relationships.