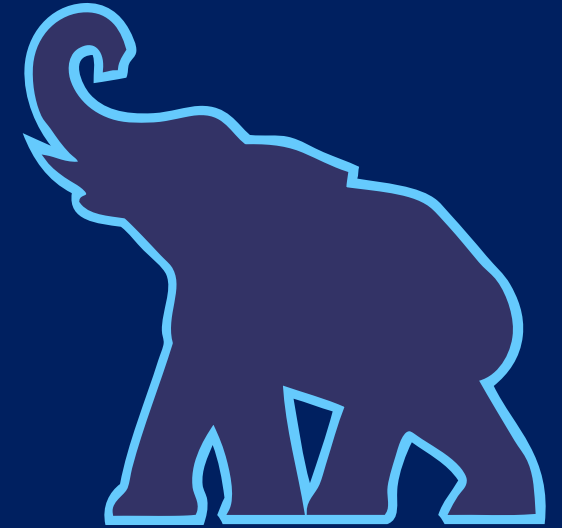


# 2022 memoryBlue Phenom Award



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Finalist Information : Catherine Seaman

# Catherine Seaman

Sales Manager, Eastern Region at Infinite Blue  
memoryBlue Exit Year: 2021

## Sales Highlights:

Catherine's success has included the following key metrics –

- Highlight #1 Closed the biggest new logo/contract of the year as least experienced Account Executive.
- Highlight #2 Closed largest amount of new business each quarter this year.
- Highlight #3 Closed 100% of the deals found and worked through the sales process start to finish.
- Highlight #4 Responsible for discovering a \$1mil deal with partner company (through a cold call at memoryBlue)



# Catherine Seaman | Finalist Application

#1: Explain why you deserve to be memoryBlue's 2022 Phenom Award Winner.  
Add and/or expand on information from your initial application (where possible).

- At MB, 9 out of 9 months making quota at 14 occurs per month, one of the highest quotas at MB.
- Offered Account Executive position as first position at IB (rather than SDR/BDR), her first client company.
- Brought the most new business, and total business, of any new AE this year at IB
- Have closed Biggest Consumer Packaged Goods Producer in US (largest deal of year), Largest convenient store chain in Mid-West (11 mo. sales process), Hot cutting edge tech company, significant partner deal with a major reseller, in final stage "legal" which will be the largest deal of the year.
- Recruited two former MB professionals to IB earning MB fees.

