
OSCAR OJEDA CALDERON

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Education

B.S. Computer Information Systems

Arizona State University

05/2024

Tempe, Arizona

Certification: Fortinet NSE — Network Security Associate

Experience

Act!, Scottsdale, Arizona

Account Executive

Oct '25 - Aug

- Led consultative discovery demos with prospective customers to assess pain points, operational workflows, business requirements, and software fit across cloud-based and desktop environments.
- Advised customers on solution fit, deployment considerations, implementation expectations, and adoption strategy to support successful software evaluation.
- Coordinated customer questions, trial feedback, technical considerations, and next steps across multiple active opportunities to support timely software evaluation and adoption.

Insight Enterprises, Chandler, Arizona

Account Executive

April '24 - April '25

- Spearheaded new client acquisition by delivering strategic IT solutions in cloud, data, AI, cybersecurity, and analytics to drive business transformation within the full sales cycle.
- Maintained accurate documentation of customer requirements, timelines, pricing details, renewal dates, and deployment dates and follow-up items to support smooth implementation and issue resolution.
- Managed full-cycle client workflows from discovery through proposal coordination, vendor communication, follow-up, documentation, and issue resolution.

LoadSmart, Phoenix, Arizona

Sales Development Representative

Aug '22 - July '23

- Analyzed logistics workflows, shipment delays, carrier communication issues, and operational bottlenecks to identify process improvement opportunities.
- Used tracking systems and customer data to document recurring issues, communicate blockers, and improve supply chain visibility.
- Collaborated with internal teams, customers, and transportation partners to support smoother logistics operations and technology-enabled workflows.

SunLink Energy, Scottsdale, Arizona

Project Lead Developer

Jun '19 - Jan '22

- Directed training programs for new representatives and leveraged data-driven analysis to identify trends to optimize sales strategies.
 - Identified inefficiencies in existing processes and implemented improvements to enhance operational consistency and team performance.
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Skills

- **Project Coordination:** Requirements Gathering, Stakeholder Communication, Status Updates, Documentation, Process Improvement.
- **Technical:** SQL, Python, Data Analysis, Data/File workflows, CRM Systems, Cloud/Desktop Software Environment, Implementation Support.
- **Tools:** Salesforce, HubSpot, Excel, Google Workspace, CRM Reporting, Amazon Connect.
- **Business:** Discovery, Workflow Analysis, Vendor Coordination, User Adoption, Cross-Functional Collaboration.