

Kathleen Menz

Full Account Manager and Sales Representative

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EXPERIENCE

TopScore — Sales/Account Manager

June 2024 - PRESENT

A sports management tool that focuses in B2B sales with Saas. I initially started out as an SDR and moved into the Full Sales Account Manager role while assisting in operations and some tech support with the product. We work with clients that range from \$50,000-\$2,000,000 in annual revenue.

Pure Exploration — Sales/Account Manager

October 2023 - June 2024

Solo sales rep for a small expedition and adventure travel company that specializes in outdoor education and training participants to become outdoor instructors. I also helped operations in planning and marketing in capturing leads as we are a small team and contribute in each area of the business.

Tesla Motors — Sales

September 2020 - May 2022

Leading in sales for the highly competitive Bay Area region, my role was multifaceted, involving the organization of many customer accounts, where I managed client relationships, addressed inquiries, and ensured great customer experiences. Beyond sales, I also helped in the onboarding and development of new team members, taking on the responsibility of teaching and monitoring their progress.

EDUCATION

University of California, Berkeley — B.A. Legal Studies

August 2012 - May 2016

*4 year athlete for NCAA Division 1 Women's Water Polo team

Monterey Peninsula College, Monterey, Ca — EMT

August 2020 - December 2020

In my free time, I volunteer as a firefighter in my community and I enjoy downhill mountain biking and singing.

Previous employment

Wildland Firefighter - Marin County, Ca

Crossfit coach (L2)

Kids swimming/water polo coach

Cafe manager and server

Wilderness Adventures guide