

CHELSEY BOLOTIN

chelseybolotin@gmail.com • www.chelseybolotin.com • Los Angeles, California

- ★ Top-performing Account Executive with over 18 years of comprehensive expertise and demonstrated success in fast-paced, high-growth environments.
- ★ Highly specialized with partnerships, accounting firms, wealth management, financial services, professional services, and entrepreneurs throughout a variety of industries.
- ★ Business entity and compliance expert in the top 1%, facilitating unparalleled insight into business operations and the unique ability to uncover objectives and deliver value.

PROFESSIONAL EXPERIENCE

ACCOUNT EXECUTIVE, CHANNEL PARTNERSHIPS, BILL

APRIL 2024 - PRESENT

Enabling firms to enhance their financial offerings in alignment with their tech stack, accounting systems, and objectives.

- Driving revenue and product adoption through technical demonstrations, effective discovery with clear articulation of value and ROI, and consistent multi-channel engagement. Specializing in accounting firms, bookkeepers, wealth management, family offices, and other partner firms.
- Achieved recognition as one of the three top earners for Q2 of 2025 and continuously exceed monthly quota, averaging 100%-250%.
- Providing tailored demos showcasing the technical features of the Accounts Payable, Accounts Receivable, and Expense Management platforms while uncovering objectives and demonstrating value.
- Maintaining consistent engagement, with 95% of clients contacted at least once every three weeks through custom newsletters, open office hours, tailored materials, strategy sessions, and on-demand meetings, while providing same-day responses to all inbound communications.
- Collaborating cross-functionally with several departments including technical solution consultants, marketing, CX, and multiple GTM teams to ensure seamless onboarding, increased product utilization, and market alignment for company-wide growth.
- Led department-wide trainings, attend events for new and prospective partners, and optimized several processes to streamline cross-departmental collaboration and support team members as the first external hire in two years.

SENIOR DEDICATED ACCOUNT EXECUTIVE, CORPNET INCORPORATED

2018 – 2023

Empowering entrepreneurs and professionals with services related to business creation, compliance, finance, and more.

- Developed and executed strategies to obtain new business, maintained an active pipeline, managed full sales cycles, cultivated relationships, and high-producing accounts.
- Specialized in Partners and direct-consumer clients, focusing on the Mid-Market and Enterprise segments.
 - Partners consisted of tax professionals and various professional service firms.
 - Direct-consumer clients consisted of entrepreneurs, business owners, investors, and more.
- Became the highest earner in the history of the company and consistently exceeded quotas and KPIs.
 - Earned the highest year-end sales revenues company-wide for 2019-2023.
 - Exceeded quota consistently, earning between 172% and 261% from 2019-2023.
 - Consistently earned the highest monthly sales company-wide, including 11 months in 2022.
 - Increased average monthly sales revenues over 585% in three years.
- Onboarded and built relationships with over 7,000 Partners throughout, with 60% placing their first sale within the first six months of onboarding, and 80% remaining active thereafter.
- Led a team with dedicated account coordinators, SDRs, and compliance specialists.
- Earned the reputation as an industry expert and trusted advisor amongst clients and colleagues. Led several webinars, provided mentorship, advised on internal processes and procedures, created content, and gave presentations on a variety of topics.

SENIOR ACCOUNT EXECUTIVE (SENIOR ASSOCIATE), NAI CAPITAL INC.

2014 – 2018

Commercial real estate brokerage subsidiary of NAI Global, specializing in commercial properties in Southern California.

- Commercial property sales, specializing in the Mid-Market and Enterprise sectors.
- Earned a spot in the prestigious “Top 3 Brokers of the Month” in under a year, due to the sale of a 35,000 SF industrial property acquired through an independently created and executed canvassing plan.
- Consistently exceeded \$1mm in monthly revenues and \$15mm in yearly revenues.
- Attained membership in the invite-only Industrial Real Estate Organization, AIR.
- Created and implemented prospecting plans, marketing campaigns, and configured a custom CRM through Salesforce to track prospects, opportunities, clients, and sales.

EARLIER PROFESSIONAL EXPERIENCE

- **ACCOUNT EXECUTIVE (ASSOCIATE)**, COMMERCIAL ASSET GROUP INC.
2012-2014
- **PROPERTY MANAGER ASSOCIATE**, LORAMAR EQUITIES
2009-2013
- **PROPERTY MANAGEMENT ADMINISTRATOR**, FIELDS INVESTMENTS
2010-2011
- **EXECUTIVE ASSISTANT**, NAI CAPITAL INC.
2007-2011

SKILLS & METHODOLOGIES

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| ★ Expertly emphasizes value and solutions, excelling in consultative selling and solution sales. | ★ Meticulously and skillfully overcomes objections, cross-sells, upsells, and approaches obstacles with confidence and expertise. | ★ Excels in cross-collaboration, maintaining a focus on company-wide success and a leadership mentality. |
| ★ Independently and masterfully prospects, ensuring a robust pipeline and consistent success in fast-paced, high-growth environments. | ★ Attains technical product knowledge quickly and effectively, capitalizing on opportunities to provide value to others. | ★ Passionately seeking a foundation for long-term growth and mutual success with an organization embodying a meaningful and empowering purpose. |

CLIENT TESTIMONIALS

Testimonials have been edited for conciseness and to safeguard privacy. For more, please visit:

www.chelseybolotin.com/testimonials-notable-clients

- Chelsey is professional, responsive, effective, and invaluable to our business. –*Thabo A., CPA/ CFO*
- Chelsey has been a great help to me and my company. She is always attentive, responds immediately, and simply gets the job done no matter what. –*Dr. Sandra N., CEO*
- Chelsey is knowledgeable, she takes her time to explain. She responds within a couple of hours, if not within the hour. She is very professional and friendly. –*Bertha R., EA and Business Owner*