

# Biography of Steven Mangra



Steven Mangra, a Sales Operations Manager based in Marietta, Georgia, originally from Queens, NYC, represents the quintessential American dream. As a first-generation individual in the U.S., his story is one of determination and ambition. He embarked on his professional journey in the SaaS industry, starting as a Sales Development

Representative (SDR) without any previous experience in sales. This beginning marked the start of a remarkable ascent through the industry ranks. He displayed an innate talent for lead generation, delivering impactful demo presentations, building rapport with clients, and a profound understanding of consumer psychology. His ability to consistently outperform expectations by closing the most deals month-over-month and setting new benchmarks for Annual Contract Value (ACV) growth highlighted his extraordinary capabilities in the field.

A series of record-breaking performances characterized his career progression. In his first year as an Account Executive (AE), he surpassed company records for the highest number of deals closed month-over-month. This achievement was just one of many that illustrated his exceptional skills in B2B sales. Beyond his professional acumen, he also demonstrated academic excellence, as evidenced by his induction into the history honor society during his college years, showcasing his intellectual versatility.



Apart from his corporate success, he harbors a deep passion for combat sports and fitness. His achievements in Brazilian Jiu-Jitsu, where he won numerous tournaments, and his participation in Muay Thai and MMA reflect his dedication and skill in martial arts. Additionally, his enthusiasm for weightlifting underscores his commitment to physical wellbeing and personal development, emphasizing his belief in the importance of a balanced lifestyle.

Furthermore, his interest in financial literacy and wealth management reveals a comprehensive approach to success. He pursued financial knowledge avidly, making informed investments in real estate and the stock market. This aspect of his life stems from his humble beginnings, giving him a unique perspective on gradual wealth accumulation and fiscal responsibility. His journey from modest roots to financial acumen is a testament to his understanding of the value of money and the importance of financial stewardship.