

Andrew Kosel

3025 Fillmore Street

(209) 470-2824

Andrewkosel93@gmail.com

Experienced sales development representative with strengths in customer service, sales and negotiation. I am a curious, passionate, empathetic and open minded individual with a knack for the ability to connect and communicate with people. I Possess a burning passion to change the world around me through the use of technology and the connections I build with others. Looking for challenging work within sales to build upon and apply value from the skill set I have to a valued company.

Summary of Skills:

- Experience using Omni Channel sales style
- Motivated and results driven
- Organized
- Excel in fast paced and high-pressure environments
- o Attention to detail/ Detail accuracy
- o Charismatic Personality and Interpersonal Skills
- o Skilled in Salesforce and various Sales Enhancing CRM's
- o Experienced in Social Selling

Sales Experience:

HackerOne- Mid Market Sales Development Representative 08/2018-05/2019

- Worked with Salesforce, Rainking, Zoom Info, Outreach, Connect Leader to prospect new leads and contacts within targeted accounts
- Maximizing company profit potential by setting 15 qualified meetings and 12 Opportunities per month
- Advise potential clients on the value that HackerOne product delivers and discover if there is a pain that can be solved
- Performed Junior AE responsibilities such as discovery calls, initial demo walk through of the products, and sussing out the business pain that HackerOne can solve to give the AE a transparent look into the account
- 2nd Performing Mid Market SDR out of 6 tracked on quarterly quota

CloudPassage- Sales Development Representative 02/2018- 07/2018

- Drove attendance to CloudPassage hosted events, drove high percentage of qualified leads and contacts to events that converted to meetings
- Emailed and called in on targeted accounts to set meetings for account executives
- Generate new business opportunities to fuel the sales pipeline
- Cleaned CRM daily for AE's and verified contact information for prospects was correct
- Worked with enterprise customers only

5 Windows Beer Co.- Bartender/ Assistant Brewer 5/2017-01/2018

- Take customers orders and prepare them correctly and efficiently
- Help manage other staff members and train new employees
- Assist in whole brewing batch cycles and phases
- Ran the bar when owners left for a weekend
- Help conceptualize sales process and marketing strategies with owners

Education & Extracurricular:

California State University Chico 09/2012-2017

B.S. in Criminal Justice

Chico State Men's Lacrosse Team

Spartan's Assistant Offensive Lacrosse Coach

Chico State Criminal Justice Symposium on Mental Health & Law Enforcement