Breven Bennett

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Frontend Developer with hands-on software development experience transitioning to tech sales. Combines deep technical knowledge with strong interpersonal skills to effectively communicate complex solutions and bridge the gap between technical requirements and business value.

SKILLS

Lead generation and qualification, cold calling, cold email outreach, discovery calls, pipeline management, objection handling, Salesforce CRM, LinkedIn Sales Navigator, Apollo.io, SalesLoft, ZoomInfo, consultative selling, written and verbal communication, active listening, time management, self-motivation, KPI tracking, conversion rate optimization, appointment setting, sales performance analysis, SDR, BDR, SPIN, NEAT, MEDDIC

EDUCATION

Tech Sales Ascension | [Website](#)   **Nov 2024 – Dec 2024**
Business Development Student   *Remote*
- **<u>Key Achievement:</u>** Successfully completed an intensive online tech sales bootcamp taught directly by top-performing sales reps at public market-leading tech companies like HashiCorp, PagerDuty & MongoDB
- Attended weekly live Q&As to learn directly from top-performing tech sales professionals
- Learned the fundamentals of tech sales development and how to source significant pipeline & ways to best support account executives on a day-to-day basis
- Developed strong sales acumen through mock cold calls, messaging, CRM, and strategic outreach exercises

FES Institute of Technology | [Website](#) | [Certificate](#)   **Graduated Feb 2024**
Web Application Development   *Remote*
- Classes: HTML, CSS, JavaScript, React, TypeScript, Backend Development, Data Structures & Algorithms
- Leadership: Support Technician to 200+ students

Supplemental Education
Self-Directed Learning & Professional Development
- "Deep Work" by Cal Newport - Mastering focused execution and high-impact productivity in a distracted world
- "The Challenger Sale" by Matthew Dixon (2011) - Research-based approach to insight-led selling in complex B2B environments
- "Fanatical Prospecting" by Jeb Blount (2015) - Comprehensive framework for modern prospecting and pipeline development

WORK EXPERIENCE

Frontend Simplified   **June 2024 – Present**
Customer Success Mentor   *Remote*
- **<u>Key Achievement:</u>** Increased student course completion rate by implementing a structured mentorship program combining weekly technology workshops, personalized 1:1 coaching sessions, and a comprehensive progress tracking system
- Conduct strategic 1:1 consultations via Calendly, identifying student pain points and providing tailored solutions to drive success
- Collaborate with career services to evaluate student readiness for job market entry, contributing to an increase in interviews landed

- Built and maintained relationships with 500+ students through proactive outreach and needs assessment, achieving 95% student satisfaction rates

TSP Consulting Inc.   **April 2024 – Present**
Frontend Developer   *Remote*
- **<u>Key Achievement:</u>** Spearheaded frontend development of a banking application for B2B sale, aligning technical features with market demands and potential client requirements
- Translated complex technical requirements into clear value propositions during product development meetings, ensuring alignment with potential client needs
- Proactively identified and solved potential roadblocks through close collaboration with the product team, contributing to consistent project milestone achievement