

Breven Bennett

Overland Park, KS | +1 (913) 9406681 | me@brevenbennett.com | [E-Portfolio](#) | [LinkedIn](#)

Results-driven Business Development Representative with a unique background in software development and customer success, positioning for an Account Executive role. Leverages technical expertise and consultative selling skills to build strong client relationships and deliver complex solution-based sales.

SKILLS

Lead generation and qualification, cold calling, cold email outreach, discovery calls, full sales cycle, pipeline management, objection handling, HubSpot CRM, LinkedIn Sales Navigator (LSN), 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

WORK EXPERIENCE

HubSpot

Feb 2025 – Present

Business Development Representative

Remote

- Prospect and qualify potential customers for Account Executives, leveraging software development background to effectively communicate HubSpot's value proposition
- Execute strategic outbound campaigns through phone, email, and LinkedIn to secure qualified meetings with key decision-makers
- Partner with Account Executives to understand their ideal customer profile and maintain high-quality meeting conversion rates
- Research and identify target accounts using ZoomInfo and LinkedIn Sales Navigator, ensuring strong alignment with HubSpot's ICP

TSP Consulting Inc.

April 2024 – Jan 2025

Frontend Developer

Remote

- **Key Achievement:** 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

Frontend Simplified

June 2024 – Dec 2024

Customer Success Mentor (CSM)

Remote

- **Key Achievement:** Managed and grew relationships with 500+ student accounts through consultative approach and proactive engagement
- Developed and executed retention strategies through personalized coaching programs and regular check-ins
- Collaborated with career services to evaluate student readiness for job market entry, contributing to an increase in interviews landed

EDUCATION

Tech Sales Ascension | [Website](#) | [Certificate](#)

Nov 2024 – Dec 2024

Business Development Student

Remote

- **Key Achievement:** 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

- Developed deep understanding of enterprise software architecture and technical implementation requirements
- Leadership: Provided technical guidance and support to 200+ peers, developing strong communication skills