

Contact

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(LinkedIn)

Top Skills

Outbound Sales

Account Management

New Business Opportunities

Bray Hallman

Business Development at Imperva
Herriman, Utah, United States

Experience

Imperva

2 years 1 month

North America Commercial BDR

August 2022 - Present (1 year 9 months)

As a BDR at Imperva, a leading cyber security company, I am responsible for identifying and qualifying potential new customers, as well as working closely with our sales and marketing teams to develop and implement sales strategies.

My day-to-day tasks include conducting research on potential target markets and identifying key decision makers, reaching out to and nurturing leads through email, phone, and social media campaigns, and working closely with the sales team to develop sales strategies and close deals.

Southwest Enterprise BDR

April 2022 - August 2022 (5 months)

Imperva is a cybersecurity leader with a mission to protect data and all paths to it. My day-to-day tasks include conducting market research, identifying key decision makers, nurturing leads through various channels, and collaborating with the sales team to develop effective sales strategies. I use ABM to find new potential customers for Imperva.

Corner Canyon High School

Lacrosse Coach

January 2016 - Present (8 years 4 months)

Draper, Utah

As a JV Lacrosse Coach at Corner Canyon High School, I oversee team practices, games, and events. I focus on instilling values of responsibility and accountability in the players while also teaching them lacrosse skills. This coaching role has helped me develop leadership, communication, and mentoring abilities.

Chili Piper

Sales Development Representative

August 2021 - February 2022 (7 months)

Herriman, Utah, United States

Chili Piper is a leading provider of routing and scheduling software for B2B revenue teams. As a Sales Development Representative, I played a crucial role in helping to drive business growth. I proactively identified and nurtured leads, effectively communicated product value propositions, and contributed to building a strong sales pipeline.

TravisMathew Apparel

Sales Supervisor

May 2021 - August 2021 (4 months)

Utah, United States

As a Supervisor at TravisMathew Apparel, I managed a team of associates and collaborated with management to achieve monthly sales goals. By providing excellent customer service and implementing effective sales strategies, our team consistently surpassed monthly targets, achieving over 125% of our goals for five consecutive months.

Nerd Power

Solar Sales Advisor

August 2020 - March 2021 (8 months)

Costa Mesa, California, United States

At Nerd Power, our mission was to reduce home energy usage through smart technologies. As an Advisor, I guided homeowners in making cost-effective and sustainable energy choices, promoting long-term investments that aligned with their needs and goals.

VASA FITNESS

Fitness Sales Consultant

April 2019 - April 2020 (1 year 1 month)

Sandy

I help guide those looking to change their lives through fitness, to find the best programs and memberships that will work best for them.

Epic Marketing

Digital Media Specialist

December 2017 - July 2018 (8 months)

Draper, Utah

I helped manage and enhance the online presence of over 15 diverse clients across various industries. I managed multiple social media channels, including

Facebook, Instagram, and Twitter, with the aim of increasing brand awareness, driving engagement, and fostering a strong online community.

Education

Corner Canyon High School

High School Diploma · (2013 - 2016)

Latter-day Saints Business College

· (2016 - 2017)

Activity

04/18/2024, Imeila Fonua added candidate to BDR- Test Sample