

Contact

www.linkedin.com/in/alexis-evangelista (LinkedIn)

Top Skills

Team Management

Passionate about Work

Salesforce Reporting

Certifications

Designing a Presentation

Project Management Simplified

Product Management First Steps

SecOps Certificate

Q3 Sales Certification - SASE

Honors-Awards

Higher Honors

Dean's Scholar (Awarded 3x)

Gary J. Sbona Honors Program

President's Scholar

Robert H. Geisler Scholarship
(Awarded 2x - Consecutively)

Alexis Evangelista

Business Development Representative at Fortinet | Gary J. Sbona Honors

San Jose, California, United States

Summary

Goal orientated individual dedicated to fostering strong connections among IT professionals, executives, and enterprises through Fortinet's robust cybersecurity solutions. Proven track record in driving pipeline growth, cultivating client relationships, and possessing deep industry expertise. Brings a solid foundation in sales, business expansion, and exceptional customer service skills, complemented by advanced proficiency in Microsoft Excel, Word, and Office Suite.

Additional Skill Set:

Salesforce, Outreach, 6sense, Bombora

Experience

Fortinet

2 years 1 month

BDR III

July 2023 - Present (10 months)

Sunnyvale, California, United States

Achievements:

- BDR of the Week - 11/30/2022

- BDR Spotlight - 1/3/2023

- Q4 2022 Award Winner - 1st Place for Rebuttal Pitch Competition out of 150

BDRs

- Q3 2023 Award Winner - OT Pitch Competition

- Total Pipeline Contribution 3.2 million

- 130% Average Opportunity Attainment

BDR II

January 2023 - June 2023 (6 months)

Sunnyvale, California, United States

Q3 2023: 130% Meeting Attainment

Q2 2023: 164% Meeting Attainment

Q1 2023: 113% Meeting Attainment

Q4 2022: 255% Meeting Attainment

Q3 2022: 150% Meeting Attainment

Q2 2022: 223% Meeting Attainment

Business Development Representative - West Enterprise - Named

April 2022 - December 2022 (9 months)

Sunnyvale, California, United States

Bonchon

4 years 7 months

Shift Lead

June 2019 - July 2022 (3 years 2 months)

United States

Server

January 2018 - June 2019 (1 year 6 months)

San Jose, California

San Jose State University

less than a year

Sbona Honors 1B

2021 - 2021 (less than a year)

Team Member for HealthcoachAI Project

Beta-tested a voice operated health application (HealthCoachAI) on Google Assistant, by identifying bugs, format and verbiage issues. Recommendations were implemented through updates scheduled on a weekly basis.

Assisted onboarding users with target profile, elderly technophobic users, as customer service representative.

Created a 5 minute video tutorial for the onboarding process through Splice

Curated distinctive features for premium and free service levels

Sbona Honors 1A

2021 - 2021 (less than a year)

Team Leader for ACCESS Project - Academic Advising for Social Science

Fall 2021

Led team of 3 to research inefficiencies and provide solutions for the improvement of academic advising

Formulated a survey through Qualtrics that focused on areas of awareness, comfortability, accessibility, and overall satisfaction. Received response rate of 3% from 166 completed surveys sent to 5,320 social science students. Survey was open for a 10 day period.

Analyzed survey data through Statistical Package for the Social Science (SPSS) to create correlations and cross-tabulations. Resourced descriptive data from Qualtrics.

Produced infographics through Google Sheets and linked it within Google Slides.

CooperVision

Global Commercial Operations Intern

June 2019 - August 2019 (3 months)

Pleasanton, California

Hollister Co.

1 year 9 months

Lead Brand Representative

August 2017 - February 2018 (7 months)

United States

Brand Representative

June 2016 - August 2017 (1 year 3 months)

United States

-Won Employee of the month several times

Education

San Jose State University

Bachelor of Science - BS, Business Administration, Concentration in Management - Minor Political Science

Castro Valley High School

High School Diploma

Activity

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