

Contact

www.linkedin.com/in/georgia-pappas-7a01b1165 (LinkedIn)

Top Skills

Attention to Detail

Leadership

Project Management

Certifications

Honor roll

Georgia Pappas

BDR @ Yext

New York, New York, United States

Experience

Yext

BDR

April 2024 - Present (1 month)

New York City Metropolitan Area

Altus Group

Sales Development Representative

June 2022 - April 2024 (1 year 11 months)

New York City

- Manage Outbound and Inbound sales activities (cold calling, lead generation, email campaigns)
- Execute my own personal sales strategy to achieve my quarterly goals
- Cultivate strong and trusting relationships with potential buyers
- Provide excellent customer service
- Learn the ins and outs of the softwares we provided and how they could help professionals make better decision in commercial real estate

RISE Brewing Co.

Intern

June 2021 - August 2021 (3 months)

Los Angeles County, California, United States

- Researched a variety of social media channels to identify brand influencers
- Prepared marketing plans for identified influencers to promote health and fitness
- Organized spreadsheet to track all outreach for collaborations
- Approached a variety of venues to increase product distribution
- Managed company social media accounts to post, like, and comment

The PilatesBarre

Marketing Team

October 2020 - May 2021 (8 months)

Dallas, Texas, United States

- Create Content for their social media pages
- Design clothing

- Plan and promote events
- Presented a welcoming atmosphere for incoming customers
- Checked people into class while answering emails and phone calls

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Everything But Water

Sales Associate

May 2019 - August 2019 (4 months)

- Reconciled cash register and responsible for opening and closing of the store

Education

Southern Methodist University

Bachelor's degree, Corporate Communication and Public Affairs · (September 2018 - May 2022)

Southern Methodist University

Corporate Communicatins and Public Affairs · (2018 - 2022)

Pacific Palisades Charter High School

· (2014 - 2018)

Activity

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