VINCENT SALAMANCA

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95054

Github Portfolio:
https://github.com/
VSalamanca

SKILLS

- HTML/CSS/Javascript
- T-SQL and Python
- IPv4 and Subnetting
- Understanding of TCP/IP Model (OSI Model)
- Knowledge of Networking
- Kali Linux

EDUCATION/
CERTIFICATION

- San Jose State University, San Jose, CA — B.S. Business Finance, 2013
- Dat201x : Querying Data with SQL
- CCNA in progress

PERSONAL INTEREST

- Network Security
- Penetration Testing

PROFILE

8+ years sales professional with interest in pursuing a career in Networking. Currently pursuing Cisco's CCNA certification to demonstrate my knowledge of Networking Fundamentals. Strong understanding of OSI and the correlation to TCP/IP Model. Familiar with IPv4 assignment and subnetting. Ability to setup and troubleshoot Cisco switch/routers through Cisco IOS. My limited technical experience is compensated with my eagerness and desire to acquire knowledge.

EXPERIENCE

Sr. Corporate Sales Development Representative, Workday; Palo Alto, CA 2018-2020

- Nourishing prospect clients into warm leads.
- Increasing pipeline by outreach and following up on marketing campaigns.
- Strategic planning along side with Account Managers to penetrate target accounts.
- Following up with prospective clients to provide excellent customer service/support.
- Exceed goals two consecutive quarters.

Enterprise Sales Development Representative, Fortinet; Sunnyvale, CA 2017-2018

- Work along side Account Managers to develop outbound strategy for targeted accounts.
- Drive brand awareness by reaching out to network engineers via e-mail campaigns, invitations to regional events, and cold call to set up meetings.
- Provided feedback and insight for the development of a marketing campaign focused on driving an increase in engagement within the enterprise targeted accounts.
- Maintained 120% to goal quarter over quarter.