

First Last

SaaS B2B Sales

RELEVANT WORK EXPERIENCE

Resume Worded, London, United Kingdom

Education technology startup with 50+ employees and \$100m+ annual revenue

SaaS B2B Sales Representative 07/2021 – Present

- Performed weekly software demos consisting of RW's entire suite of cloud solutions such as ResumeDen Connect, RW Audio Meetings, RWebinars, RWcasting, Hosted RWX, and RW Skype to 50 mid-size companies.
- Educated 11 businesses about 35 latest integration offerings of RW including RW Marketing Cloud, Salesforce User Groups, Resumespot, and Marketo.
- Created 200 customized RFPs, forms, and quotes including prices, subscriptions, terms other product specifications.
- Completed a 12-week Sales Readiness Program in 2021 and was nominated for 3 awards during the same year.

Polyhire, London, United Kingdom

NYSE-listed recruitment and employer branding company

Business Development Officer 10/2019 – 06/2021

- Acquired the first 500K customers for 33 cloud-based developer platforms within 3 months of resumption.
- Optimized the AdWords campaigns for Polyhire, accounting for 89% of 10K new customers acquired in Q1 and Q2 of 2019..
- Launched a 48-member international sales team that has generated \$41M in revenue since its inception.
- Generated 317 new business opportunities within the span of 7 months moving deals through sales lifecycle using the 'SPIN' selling method.

Growthsi, London, United Kingdom & Barcelona, Spain

Career training and membership SaaS with 150,000 users

SaaS Customer Support Specialist 06/2018 – 09/2019

- Responded to 200 end-user customer support requests, and guided over 150

customers through basic troubleshooting tasks.

- Evaluated 2.5K user problems by breaking it down using test scripts, personal expertise, and probing questions, helping to resolve 70% of all cases.
- Set up over 45 workstations for 2K Growthsi employees by configuring hardware devices and software applications.
- Followed up with the 400 clients to find if they were satisfied after the first engagement and successfully resolved lingering issues.

PREVIOUS EXPERIENCE

Demand Generation Supervisor , ABC Company, London, UK 06/2017 – 05/2018

Digital Content Creator, XYZ Company, New York, USA 06/2016 – 05/2017

Account Executive (Internship), ABC, New York, USA 09/2014 – 05/2015

CONTACT

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SKILLS

Technical Skills:

- Consultative Selling
- Qualifying Prospects
- Sales Presentations

Techniques:

- Prospecting & Business

Development

- Business Negotiation
- Strategic & Territory

Development.

Tools and Software:

- Salesforce
- Copper
- HubSpot Sales Hub
- 6Sense

Languages:

- English (Native)
- Romanian (Native)
- Spanish (Conversational)

EDUCATION

University of New York

Bachelor of Arts

Marketing

New York City, New York

10/2011 - 06/2014

OTHER

- ExecVision Sales Call

Training.

- Partnership of the Year
Award.