

CHLOE BENNETT

Business Development Representative | Email: chloe.bennett@email.com | Phone: (555) 901-2345

PROFESSIONAL SUMMARY

Business Development Representative with 2 years of experience in lead generation, prospecting, and sales pipeline development. Energetic and results-oriented.

SALES SKILLS

- Prospecting: Lead Generation, Cold Calling, Email Outreach, Social Selling
- CRM: Salesforce, HubSpot, Outreach.io, Salesloft
- Communication: Sales Pitches, Presentation Skills, Negotiation
- Analysis: Pipeline Management, Sales Metrics, Performance Tracking

PROFESSIONAL EXPERIENCE

Business Development Representative | SaaS Company | 2021 - Present

- Generated 500+ qualified leads monthly
- Exceeded quota by 150% for 6 consecutive months
- Developed new outreach strategies increasing response rate by 40%
- Collaborated with account executives on deal progression

Sales Development Intern | Tech Startup | 2020 - 2021

- Conducted market research and prospecting
- Assisted with sales outreach campaigns
- Learned CRM management and sales processes

EDUCATION & ACHIEVEMENTS

Bachelor of Business Administration | University | 2016 - 2020

Sales Training Certification

Top Performer Award Q2 2022