

BUSINESS DEVELOPMENT REPRESENTATIVE

Career Focus

Position in sales, sales management, or account executive roles

Key Skills

- Customer communications
- Prospecting and cold calling
- Upselling and consultative selling
- Account management
- Delivering Value Proposition
- Proven sales track record

Accomplishments

- 4 time Stars Trip recipient (highest percentage to quota)
- Named End of Quarter Super Star (Q1 2015)
- One of two members in the 200 club (200% to quota)
- Member of Team of the Month (Dell)
- Dell record for most calls in a day (115)
- Voted most outstanding graduate in the department by faculty (Colorado State University)
- Emerging Leaders Program certified
- Employee of the Month (July 2017)

Experience

Business Development Representative 01/2017 to Current

Company Name City , State

- Directly supports the outside sales team
- Percentage to quota last 3 quarters: 133%, 144%, 200%
- Responsibilities: generating meetings with potential clients, running discovery calls, and moving deals through sales stages
- Specific focus on penetrating companies with \$100 million annual revenue or more
- Directly reports to VP of Global Strategic Sales
- Have secured 2 meetings with CEOs
- Daily tasks might include: in-person meetings, conference calls, cold calling, cold emails, LinkedIn marketing, networking, data extraction, and attending trade shows

Senior Sale Representative and Team Lead 07/2013 to 01/2017

Company Name City , State

- Senior Sales Rep for Dell -- 3+ years
- APOS Large Institution segment
- Responsible for New England, Northeast, and Southern sales territories
- Percentage to quota the last nine quarters: 201%, 116%, 226%, 80%, 100%, 64%, 129%, 98%, 106%
- Last quarter's quota was \$2.3 million
- Took on team lead duties that includes territory reviews, escalation management, sales training, new hire training, team forecasting, and high level management analytics
- Closed deals exceeding \$1,000,000 in margin/revenue
- Regularly on calls with VPs, CIOs, and IT Directors
- Work with companies such as Miami Stock Exchange, Icahn, Hershey, Waste Management, Take Two Interactive, Workday, Salesforce, Sirius XM, Samsung, Benjamin Moore
- Well versed in conference calls, email sales, phone based sales, weekly forecasting, lead generation, sales reporting, weekly territory reviews, and any other sales related tasks
- Helped revolutionize warranty renewals for the Dell LI segments by utilizing our Flexible Billing Program to drive higher revenue totals and margins
- I have taken on an extra work load starting in January 2016 as a sales manager in training
- Introduced a new categorized email system that is now being implemented on several teams
- Trained teams in the Philippines on sales process tactics

Social Media Coordinator 06/2013

Company Name City , State

- Social media coordinator for Country Jam 2013 in Grand Junction
- In charge of the festival's social media efforts (Facebook, Instagram, Twitter)
- Other tasks included setting up displays, talking to clients of Major Mortgage, photographing the musicians, and other necessary tasks backstage

Server 05/2011 to 06/2012

Company Name City , State

- Went straight into server position without prior experience
- Held position for over a year
- Strongest quality for the job was my ability to maintain full customer satisfaction even when under pressure
- Was chosen as server of the month

Education

Journalism and Technical Communication December 2012 Colorado State University City , State

Journalism and Technical Communication

Minor in