

BUSINESS DEVELOPMENT REPRESENTATIVE

Accomplishments

- Achievement driven and results-oriented individual interested in working in Business Management or Sales.
- SUMMARY: Youthful yet very mature; willing to learn and grow; excited about finding a challenging position that gives me an opportunity to contribute.
- Quick learner with attention to detail.
- Excellent ability to think out of the box and solve problems.
- Superb leadership, intrapersonal, and people skills.
- Flexible and open to new challenges.

Professional Summary

Achievement driven and results-oriented individual interested in working in Business Management or Sales.

Skills

- MS Office Suite
- Salesforce.com
- Pipedrive.com
- Birst/Intradiem Reports
- CPR Certification, 2012

- | | |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none">• MS Office Suite• Salesforce.com• Pipedrive.com• Birst/Intradiem Reports• CPR Certification, 2012 | <ul style="list-style-type: none">• Self-motivated• Dedicated team player• Highly competitive• Interpersonal skills |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------|

- | | |
|------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none">• Salesforce.com• Pipedrive.com• Birst/Intradiem Reports• MS Office Suite | <ul style="list-style-type: none">• Self-motivated• Dedicated team player• Highly competitive• Interpersonal skills |
|------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------|

- | | |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none">• Salesforce.com• Pipedrive.com• Birst/Intradiem Reports• MS Office Suite• Mailchimp.com | <ul style="list-style-type: none">• Self-motivated• Dedicated team player• Highly competitive• Interpersonal skills |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------|

Work History

Business Development Representative 05/2017 to Current

Company Name – City , State

- Increased gross revenue by 6% per month.
- Generate new business by adding new retailers and working with existing retailers to strengthen and grow the relationship.
- Develop relationships with retailers via outbound cold calls and email campaigns to decision makers.
- Follow 7 touches in 7 days plan for new prospects to set appointments.
- Strengthen existing accounts by growing product feed and improving pricing.
- Demonstrate solution and configure website integration.

Sales Development Representative 09/2017 to Current

Company Name – City , State

- Maintain positive energy on the sales floor.
- Achieved 160% of monthly quota and grew sales to \$90K during Q1, earning title as top SDR globally in revenue and demos generated Q1 2018.
- Completed 130+ daily cold calls, with an average of 2.5 hours talk time.
- Increased KPI's 2 fold month to month during first 90 days of employment.
- Participate in all training and continuing education opportunities offered by management.

Senior Sales Producer 02/2015 to 05/2017

Company Name – City , State

- Consistently surpassed the agency standard of 20 policies per month.
- Establish a referral network based on loan originators, real estate agents, new/used car and motorsports salesmen and my own personal network.
- Developed marketing and partnership campaigns using a mix of targeted mailers, telemarketing and email drip campaigns.
- Followed typical sales procedures on both internet and inbound sales leads.
- Probed for life and financial service opportunities for all customers.
- Provided customers with the utmost understanding during a loss and stood as a liaison between the customer and the claims department.
- Completed all customer service requests in a timely manner.
- Solved underwriting obstacles for customers and new business.

Business Development 03/2017 to 08/2017

Company Name – City , State

- Successfully implemented company wide business development process, which led to a 6% per month increase in gross revenue. (target set by CEO was 2.5%)
- Prospect for new retailers via outbound cold calls and email campaigns to decision makers. Met quota of on-boarding 2 new vendors per month.
- Strengthen existing accounts by proactively growing vendor product feed and improving pricing.
- Followed call and email cadence throughout the entire sales cycle.
- Demonstrate solution and configure website integration.

Senior Sales Producer 02/2015 to 03/2017

Company Name – City , State

- Consistently surpassed the agency standard of 20 policies per month.
- Establish a referral network based on loan originators, real estate agents, new/used car and motorsports salesmen and my own personal network.
- Developed marketing and partnership campaigns using a mix of targeted mailers, telemarketing and email drip campaigns.
- Followed typical sales procedures on both internet and inbound sales leads.
- Probed for life and financial service opportunities for all customers.
- Provided customers with the utmost understanding during a loss and stood as a liaison between the customer and the claims department.
- Completed all customer service requests in a timely manner.
- Solved underwriting obstacles for customers and new business.

Success Management and Reporting Analyst 12/2012 to 02/2015

Company Name – City , State

- Documented new reports engine data dictionary and report content.
- Ran monthly and weekly adoption reports for upper management review.
- Ran reports and organized data into a presentable document for client meetings.
- Upload weekly reports to Salesforce.com for companywide viewing.
- Conducted classroom training on reporting system.
- Created web help videos.
- Sales and Operations Support.
- Worked with minimal supervision on a variety of assignments across several departments.

- Completed all assignments accurately and ahead of deadlines.
- Organized Salesforce.com accounts into correct business categories and updated contact information from marketing campaigns.
- Managed Salesforce.com console and manage outbound calls to business directors and executives.
- Conducted telephone surveys via outbound calls to customers and industry workers.
- Created and maintained data for sales demo environment.
- Managed and assigned training courses for new employees.
- Research customer data in new markets.

Sales Development Representative 09/2017 to Current

Company Name – City , State

- Maintain positive energy on the sales floor.
- Achieved 160% of monthly quota and grew sales to \$90K during Q1, earning title as top SDR globally in revenue and demos generated Q1 2018.
- Completed 130+ daily cold calls, with an average of 2.5 hours talk time.
- Increased KPI's 2 fold month to month during first 90 days of employment.
- Participate in all training and continuing education opportunities offered by management.

Business Development & Success Management 11/2012 to 02/2015

Company Name – City , State

Managed Salesforce.com console and prospected via outbound calls to business directors and executives.

- Conducted telephone surveys via outbound calls to customers and industry workers.
- Created and maintained data for sales demo environment.
- Managed and assigned training courses for new employees.
- Research customer data in new markets.
- Documented new reports engine data dictionary and report content.
- Ran monthly and weekly adoption reports for upper management review.
- Organized data from Birst reporting into a presentable document for client meetings.
- Upload weekly reports to Salesforce.com for companywide viewing.
- Conducted classroom training on reporting system.
- Created web help videos.

Interests

Assistant Coach, Cherokee Youth Lacrosse, 2013Member, Sigma Alpha Epsilon Fraternity, 2009Morehead State University, Football Team, 2008

Education

Bachelors : December 2017 KENNESAW STATE UNIVERSITY, Coles College of Business - City , State

Ph.D. : Professional Sales 113 credit hours earned - Expected 2019 KENNESAW STATE UNIVERSITY, Coles College of Business - City , State

Skills

agency, com, content, CPR, client, customer service, data dictionary, email, financial, marketing, meetings, MS Office Suite, network, policies, pricing, real estate, reporting, Research, Sales, supervision, surveys, telemarketing, telephone, underwriting, website

Additional Information

- ACTIVITIES:Assistant Coach, Cherokee Youth Lacrosse, 2013Member, Sigma Alpha Epsilon Fraternity, 2009Morehead State University, Football Team, 2008