

# Brett G. Learmont

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## PROFESSIONAL EXPERIENCE

### Sales Development Representative Team Lead, M-Files

Dallas, TX • May 2022 — November 2025

- Analyzed prospect engagement daily to optimize outreach strategy and drive pipeline growth, contributing to over \$6M in pipeline.
- Cultivated strong relationships to articulate M-Files' value proposition, consistently ranking as a top performer and earning Fast Start and NA top performer recognition.
- Conducted qualification calls consistently, with 104% of goal in FY23 and 110% of goal in FY24, earning multiple quarterly SPIFFs for outbound discovery performance.
- Collaborated with Account Executives to prioritize high-potential accounts, driving a 24% increase in outbound booked meetings and boosting S1-S2 conversion rates to 80%.
- Trained and mentored 5 new BDRs to accelerate ramp-up time and foster a high-performance team culture.

### Implementation Intern, DoctorLogic

Plano, TX • May 2021 — August 2021

- Launched 30+ websites for medical practitioners, significantly enhancing their online presence.
- Enhanced client's SEO performance through strategic keyword and content optimization, increasing website traffic.

### Sales Intern, NetApp

Addison, TX • May 2020 — August 2020

- Earned certifications in NetApp and Azure cloud storage, enhancing technical expertise and product knowledge.
- Developed comprehensive competitor analysis reports using PowerPoint and Excel, providing valuable insights for strategic planning.
- Utilized Sales Navigator to identify and connect key contacts, supporting targeted sales efforts.

### Sales Intern, The Trade Group

Carrollton, TX • June 2019 — August 2019

- Completed formal sales training alongside new full-time account executives, optimizing productivity, efficiency, and confidence.
- Implemented training sessions, including role-playing for needs analysis and business development via outbound cold calling, to secure new clients.
- Generated opportunities and accounts from business development activities, utilizing Salesforce and ZoomInfo to create comprehensive contact lists.

## EDUCATION

**Finance and Management**  
**Information Systems**  
**The University of**  
**Oklahoma**  
2018-2022  
Norman, OK

## CERTIFICATIONS

**Prospecting for Impact**  
Wiining by Design

## SKILLS

Cold Calling  
Salesforce  
ZoomInfo  
Sales Navigator  
Microsoft Suite  
Gong  
LeadIQ  
Outreach