

# Matt Bennett

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## Career Objective

Current student enrolled in Georgia Tech's full-stack web development bootcamp. I am a quality-oriented professional with a proven knowledge of consultative sales, client relations, and competitive analysis. I am aiming to leverage my skills to successfully fill a role in web development.

## Work Experience

### AKAMAI TECHNOLOGIES, ATLANTA, GA

*Sales Development Representative, Aug 2018 – Feb 2021*

- Developed qualified sales opportunities
- Uncover business needs of and apply solution knowledge to attain new customers
- Coordinate sales activities with consultants, solutions engineers, channel partners to identify and close new business
- Consistently attained and exceeded monthly and quarterly quotas

### VONAGE BUSINESS, ATLANTA, GA

*Account Executive, Nov 2017 – Aug 2018*

- Provided customized VoIP phone solutions for small to medium sized businesses
- Worked with customers nationwide in a variety of fields such as ecommerce, finance, technology, legal, insurance and healthcare
- Proactively managed internal resources to ensure best outcome for existing and potential customers
- Used a consultative approach for customers that were often unfamiliar with VoIP technology and its benefits - virtual receptionists, call groups, call recording, CRM integration, etc.
- Consistently achieved and exceeded quarterly sales quotas

### VONAGE BUSINESS, ATLANTA, GA

*Sales Development Representative, Jul 2017 – Nov 2017*

- Developed qualified sales opportunities
- Met and exceeded daily activity expectations and opportunity generation
- Rapidly promoted from qualifying prospects to closing business and driving revenue

### RAY'S ON THE RIVER, ATLANTA, GA

*Shift Leader/Banquet Leader, Apr 2016 – Jun 2017*

- Studied fine wine and cuisine to drive sales
- Earned my position on banquet team and trusted as banquet leader to head major events and execute quality service
- Promoted to Shift Leader which comprised of opening and closing restaurant duties and training new hires

## THE MILL KITCHEN AND BAR, ROSWELL, GA

*Server/Bar Tender/Head Trainer, Mar 2013 – Apr 2016*

- Head trainer of service staff
- Created front-of-house side work charts and procedures for management to implement throughout the restaurant
- Provided exceptional guest experiences and customer service
- Responsible for Liquor and dry goods inventory

## Education

LASSITER HIGH SCHOOL

MARIETTA, GA

*High School Diploma (May 2002)*

## References

References available upon request