

Aidan Browne - Sales Development Representative Portfolio

Contact:

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Professional Summary

Motivated and results-oriented Marketing student with proven experience in sales support, client engagement, and business operations. Recognized for strong interpersonal communication, problem-solving, and leadership skills, with a record of improving processes and driving measurable results. Experienced in managing client relationships, overseeing large-scale operations, and coordinating cross-functional teams. Actively seeking an SDR role where I can apply my skills in lead generation, prospecting, and relationship management to help build pipelines and contribute to revenue growth.

Why I'm a Strong SDR Candidate

- **Communication Skills:** Experience in handling 50+ customer inquiries daily, presenting to large groups, and building relationships with over 100 clients.
 - **Sales Acumen:** Hands-on exposure to leasing, client outreach, and service follow-up has provided direct experience in understanding customer needs and influencing decision-making.
 - **Process Efficiency:** Improved inventory accuracy by 25% and reduced errors by 30% through streamlined processes, showing an ability to optimize workflows.
 - **Team Collaboration:** Worked in diverse teams of 4–6 people to achieve business outcomes, highlighting adaptability and group leadership.
 - **Leadership Experience:** Directed and executed 30+ recruitment events, successfully engaging 250+ prospects, demonstrating event management and persuasion skills.
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Core Competencies

- Outbound Prospecting & Lead Generation
 - Cold Calling & Email Outreach
 - Client Engagement & Relationship Building
 - CRM Tools & Data Accuracy
 - Inventory & Process Optimization
 - Microsoft Office (Excel, PowerPoint, Word)
 - Pipeline Support & Sales Enablement
 - Cross-Functional Teamwork
 - Communication & Presentation Skills
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Professional Experience

Leasing Agent | The Scion Group LLC | Tuscaloosa, AL | Apr 2025 – Present

- Oversaw leasing processes for 500+ residents annually, ensuring a smooth application and onboarding experience.
- Conducted property tours and presented housing options persuasively to potential residents, developing customer-facing sales skills.
- Handled 50+ calls daily, providing timely responses and clear communication to residents and prospects.
- Collaborated with management to conduct property inspections and ensure compliance with standards.

Business & Finance Operations Intern | WorkProud | Dallas, TX | May 2023 – Aug 2024

- Contacted 100+ clients to address service issues, gather feedback, and build long-term client relationships.
- Worked in a team of 4 to manage 3,000+ SKUs, driving efficiency and accuracy improvements of 25%.
- Built advanced Excel spreadsheets for inventory tracking and reporting, cutting reporting errors by 30%.
- Supported operational functions that impacted both internal teams and external customer satisfaction.

Supply Chain Management Intern | Online Rewards | Richardson, TX | May 2022 – Dec 2022

- Processed 4,000+ product shipments across 30 corporate client accounts during the internship period.
- Oversaw daily warehouse operations and logistics for 1,500+ SKUs, ensuring accuracy and on-time delivery.
- Reduced stock discrepancies by 20% through system updates, restocking, and improved accuracy in reporting.
- Partnered with cross-functional teams to optimize the fulfillment process and ensure client satisfaction.

Waitstaff Associate | Lakewood Country Club | Dallas, TX | Apr 2021 – Sep 2021

- Delivered customer service in a high-pressure environment, assisting in 5+ major events weekly.
- Coordinated with team members to execute tournaments, social gatherings, and corporate meetings.
- Learned the importance of attention to detail, time management, and teamwork.

Academic Project Work

Organizational Theory & Behavior (GBA 300) | Spring 2024

- Conducted financial analysis on 4 companies to assess profitability and business opportunities.
- Collaborated in a 6-member team to design final recommendations presented through Excel and PowerPoint.
- Delivered a professional presentation to 50+ peers, showcasing public speaking and persuasion skills.

Leadership Experience

Recruitment Chair | Phi Sigma Kappa | University of Alabama | May 2021 – May 2022

- Designed, planned, and executed 30+ recruitment events, engaging 250+ prospective members.
- Motivated and coordinated chapter members to take an active role in recruitment.
- Strengthened leadership, planning, and persuasive communication skills in a competitive environment.

Education

The University of Alabama | Culverhouse College of Business | Tuscaloosa, AL

Bachelor of Science in Marketing | Expected Graduation: Dec 2025

University of Dallas | Rome, Italy | Jul 2019 – Aug 2019

Global Studies Immersion

Activities & Associations

- American Marketing Association
 - American Finance Association
 - Reformed University Fellowship
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Relevant Coursework

- Personal Selling (MKT 313)
- Consumer Behavior (MKT 313)
- Product Development (MKT 410)
- Business Finance (FI 302)
- Operations Management (OM 300)
- Retail Management (MKT 321)