




BRYLIE BAIRD


Business Development Representative

 [linkedin.com/in/brylie-baird/](https://www.linkedin.com/in/brylie-baird/)
 github.com/bryliebaird
 bryliebaird.org

EDUCATION

Bachelor of Science
Education

University of Wisconsin Oshkosh

 May 2018

Certification

Web Development

Austin Community College

 March 2020

TECHNICAL SKILLS

Sales Software

- Salesforce
- Outreach
- Sales Navigator
- ZoomInfo
- LinkedIn
- Gong.io
- Sendoso

Web Development and Design

- HTML/CSS
- Bootstrap
- SASS
- JavaScript
- Canva

Collaboration Tools

- Slack
- Zoom
- Google Workspace
- Microsoft Teams

SOFT SKILLS

- Growth Mindset
- Time Management
- Active Listening
- Objection Handling
- Resilient


SUMMARY

Results-oriented BDR with a solid foundation in B2B SaaS sales, with a background in education and web development, seeking to leverage dynamic skills and demonstrated track record of exceeding quotas to engage enterprise-level accounts and ultimately drive revenue growth for Procore Technologies.

WORK EXPERIENCE

Enterprise Sales Development Representative

AlertMedia

 July 2023 - Current

 Austin, Texas

- Exceeded ramping expectations in debut month by securing 5 qualified meetings, surpassing the initial quota of 0, and continued to exceed expectations by booking 4 meetings for the following month (surpassing a quota of 3) prior to the month's beginning.
- Implemented multithreading strategies to capitalize on account opportunities, engaged multiple decision-makers within target accounts, and included these stakeholders in meetings.
- Uncovered prospect pain points through open-ended discovery questions, resulting in the creation of tailored value propositions and ultimately increasing the number of initial meetings booked.
- Proactively enhanced skills by enrolling in Outreach University and utilizing Gong.io for script development, while actively collaborating with the sales team to gather insights and refine best practices.

Special Education Educator

Austin Independent School District

 September 2022 - June 2023

 Austin, TX

- Boosted performance metrics by 25% in three months using data-driven analysis to pinpoint improvement areas and implement targeted interventions.
- Delivered engaging presentations to diverse audiences and adapted communication styles and media to convey complex information.
- Collaborated with a diverse range of stakeholders, including parents, professionals, and students, to achieve common objectives.

Elementary Educator

Hutto Independent School District

 September 2020 - June 2022

 Hutto, TX

- Led the Hutto School District with the highest testing score average in 3 out of 4 district assessments.
- Facilitated interactive discussions using open-ended discovery questions to uncover needs and drive meaningful conversations during presentations.
- Managed data-tracking systems for 60+ individuals, enabling data-driven decisions for future objectives and modifying current solutions as needed.
- Created digital instructional materials using Canva and Google Workspace.

PROJECTS

Digital Portfolio

- Coded and launched a digital portfolio website (bryliebaird.org) using HTML, CSS, Bootstrap, SASS, and JavaScript.
- Incorporated diverse projects, encompassing a wide range of skills and experiences, including web development and curriculum design projects.

Imagine Art

- Designed a non-profit website using Squarespace and implemented custom JavaScript/CSS to create a customized user experience.
- Utilized Canva to create custom designs and logos throughout the website.