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Ilay Shamia

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PROFESSIONAL EXPERIENCE:

Talkdesk, Business Development Intern

August, 2016 - Present

Browser based communications platform that integrates with top CRMs and helpdesks

- Reached out to prospective partners and resellers and scheduled meetings with Partner Manager.
- Conducted research to develop go-to-market strategy to sell to business process outsourcing (BPO) firms.
- Helped create content for the BPO landing page.

Talkdesk, Outbound Sales Development Intern

May - August, 2016

- Identified qualified businesses and navigated company structures to identify key decision makers.
- Managed and qualified new leads that converted to closable demo meetings with the Account Executive.
- Established value with leads prior to the demo to increase close ratio for the Account Executive.
- Intelligent SDR Award - Top scoring SDR on promotion path testing to Account Executive role.
- Intern of the Year - Summer 2016

Talkdesk, Inbound Sales Development Intern

June - September, 2015

- Held initial meetings with inbound leads and explained value to increase close ratio for account executives.
- Managed and qualified incoming leads that converted to closable demo appointments.
- Intern of the Year - Summer 2015

Alexander's Patisserie, Cashier

November, 2014 - June, 2015

- Took orders, made drinks, and brought out food and drinks to customers.
- Provided excellent service to customers constantly amongst the highest tipped on register.

PROJECTS:

Droplet Inc, Co-founder

September, 2016 - Present

Realtime discovery platform

- Helped build initial prototype of the Droplet app.
- Conducted market research to refine the product.
- Droplet is in development and will be released as a beta during summer, 2017.

Tuguise Apps, Co-Founder

July, 2016 - Present

Game design and development company

- Helped to design and built Shape Shifter, a gravity based logic game.
- Shape Shifter is currently in beta and is scheduled to be released in June 2017.

SKILLS:

HTML, CSS, Javascript, Git, Java, Hebrew (fluent), Salesforce, Zendesk
