

**Your ideal role:**

What type of sales role are you most interested in? (e.g., Account Executive, Sales Manager, Business Development Manager)

My ideal role would be a position that I enter and help build out strategically the sales pipeline for a early series, a start up in software as a service industry with highside, major profits, and major money as I begin to send the career development hierarchy given the great opportunity I had with company to go from an SDR to an account executive would be the big picture and then eventually work my way into a VP of sales I'm most interested in the strategic aspects of how to successfully scale companies in the market climate nowadays.

Are there specific industries you'd like to work in?

I am very open to working in any industry of the product service and company are back by mission and values that makes sense to me as an individual and the team around me is either nonexistent or can help me elevate my own career. I have experience working in software service, healthcare tech solutions that leveraged, artificial intelligence and machine learning capabilities to predict patient deteriorations in and outside of the hospital. The company's name is Biofourmis. I spent 18 months total at Biofourmis. I was the second sales development representative and by my 10 year by the time my 10 year was over I was one of six. I had led the team consecutively for 18 months and within our first eight months of really hitting the outbound hard we had scaled for us to be evaluated or billion dollars.

Following my time forms, I was presented opportunities from a mentor and previous director at Biofourmis to help strategically paint the picture and scale the pipeline and build out process for a smaller healthcare solution in bariatric surgeries centers.

Being the only line of defense or offense in the outbound since for my sales perspective and having all of the autonomy in the world as a 1099 contractor, I really had to lean into what motivates me in sales, which is clearly the monetary aspects of the money, but also the interactions I have with individuals That have problems that my product solves.

My sales outreach process is very very, very detailed oriented, as I am trying to be as mindful as possible and creative as possible with how and who I reach out to and how I get get these people to warm up to me whether it be a very cold outbound call That is going to fail if I have to do that I will, but putting them back on the calendar and repeating that and just continuing to one of those ladies and being very genuine and personable about my confidence and Sadè solution that I'm at I'm selling.

Long story short I'm open to any industry, but I've been in the software as a service or Sass industry delivering very very difficult cells for complex products like Trace Air Biofourmis and other technical solutions requiring sea level suites and impacting business and it all individuals within companies we sell to

**Your career goals:**

Where do you see yourself in 5-10 years?

I see myself within 5 to 10 years if everything works out the way I plans which it never does, but

within five years, I would like to have had 2 to 3 years of full cycle selling under my belt. I am very determined to leave the sales development roll behind and integrate everything. I've learned as an SDR into my process as an account executive and add on further development of closing and doing bigger business so I can one day have an entire sales team under me for a company that is either mine or someone in my deeper network that trust me.

What kind of impact do you want to make?

First inform us, I think I would like to have a very strong cultural impact on people I work with. I want people that work with me to feel like they're working with someone who is 100% selfless always willing to find the solution whether it's an easier or hard way And never gatekeeping solutions to prevent peers from succeeding my ultimate goal whenever I arrive at a company as longevity, growth, relationships, and continuing education of myself and my peers through challenges

### **Your values and priorities:**

What are the non-negotiables in your job search?

The non-negotiables in my job search are if it's in Atlanta Georgia I can work hybrid, but it must be a remote role if it is not in Atlanta, Georgia.

I do not want to be a part of a very, very large SDR team for an example 30 SDR's who are tasked with calling 80 people a day doing monotonous task.

I aim to be a part of a very impactful work environment. That's gonna basically send Jo through the company. I join. I have a very enthusiastic optimistic energy. I'm driven by maybe the lack of understanding. I have thoroughly about a particular product you know want to get my knowledge up and understand something to the fullest ability so I can sell as effectively as I can.

From a salary standpoint, I would like to look at around 65000 a year plus the ability to work on uncapped commissions and hopefully come out with around \$120,000 OTE.

These are negotiable, however, the earlier I get involved with the company, more likely it is, I can get equity and have larger impacts on the organization as a whole

What kind of work environment and company culture are you looking for?

I'm looking for people that are gonna make me better. Give me constructive criticism on my weak points teach me about professionalism career development and rising the ranks of the young professional and people that genuinely want me to succeed.