



Alfredo Moneo

Sales Development
Representative/Recruiter

Summary

I'm a responsible person, with an eye for detail and quality, results-oriented. Looking for new opportunities to add to my portfolio of skills, developing a career to be proud of along the way, always putting ethics and performance as my top priority.

Skillset

-Analytical.
-Adaptable and quick learner.
-Problem Solving.
-Creative Thinker.
-Teamwork.
-Boolean Searches.

- Languages:
-Spanish, native
-English, native
-French, basic
- Software:
Salesforce, Monday, LinkedIn Recruiter, LinkedIn Sales Navigator, Indesign, Illustrator, Microsoft Office Suite

Contact Information

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5 Rue Bardou, Sept Deniers, Toulouse
Occitanie, France.



Work History

SALES DEVELOPMENT REPRESENTATIVE

The Missing Sock October 2023 - Present, United States

- Analyze market potential, research and seek new business opportunities.
- Manage and qualify leads, keep the client database up-to-date in TMS CRM.
- Create or improve sales pitch and materials, collaborate with marketing team.
- Outreach to prospects, make 1000 contacts per month and schedule meetings/demos. Interact with customers, identify their needs and ensure a positive experience. Negotiate and close deals, meet monthly sales quota.
- Collaborate with the sales team and participate in company meetings. Hand off new accounts to KAM and update TMS CRM accordingly.
- Continuously improve prospecting strategies and techniques. Collaborate with the sales team to convert prospects into clients.

CUSTOMER SOLUTIONS SPECIALIST

Mosaicli February 2023 - August 2023, United States

- Perform client prospecting through LinkedIn Sales Navigator, minimum of 1000 leads monthly.
- Draft sales outreach messages and develop multi-week engagement campaigns.
- Develop several sales strategies such as customer personas, channel partner strategies, Value Propositions for customers and more.
- Utilize Salesforce CRM for customer outreach and pipeline managing, keeping pipelines separated, organized and appropriately tagged for effective communications with leads.
- Conduct client interviews with manager for note taking, and follow up discussion on customer strategy and/or Account Management as needed.
- Provide ongoing support to customers during events in the form of answering their questions, attending to their needs and making sure they receive stellar customer service.

SENIOR TALENT SOURCING PARTNER

Comeet October 2021 - October 2022, United States

- Collaborate with several start-up clients in multiple industries.
- Coordinate with Hiring Managers and Talent Acquisition Partners to determine job requirements.
- Source active and passive candidates through LinkedIn Recruiter. • Identify qualified candidate profiles using various sourcing techniques.
- Craft and send outreach emails
- Schedule interviews with candidates and Talent Acquisition Partners



Academic Background

UE COLEGIO MARIA SANTISIMA

High School Degree in Science



Personal References

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