



SONJA MILOSEVIC

WORKING EXPERIENCE

SALES DEVELOPMENT REPRESENTATIVE

"Rasa" - Remote position - November 2022 - Current

- Developed messaging and sequences for outbound and inbound strategies targeting Fortune 2000 companies in Banking, Financial Services, Insurance, Telco, Retail etc.
- Exceeded 2023 quota with 125% attainment and 110% in 2024
- Managed databases and CRM systems (Salesforce, Hubspot)
- Improved lead-to-opportunity sales cycle by defining ICP, qualification criteria, and prioritizing Tier 1 accounts in collaboration with AEs and leadership
- Facilitated management in onboarding new hires by providing training in cold emailing, pitch development, and sales methodologies
- Collaborated cross-functionally with operations and marketing teams

ACCOUNT EXECUTIVE

"ManyPixels" - Remote position - August 2020 - October 2022

- Responsible for inbound and outbound sales
- Cultivated client relationships resulting in company growth
- A clean record of meeting monthly sales quotas (avg. 10 new clients per month)
- Independently developed and implemented outbound cadence
- Database management and CRM (Hubspot, Pipedrive)
- Responsible for holding discovery calls, product demos and deal closing (inbound)
- Responsible for lead list creation, cold emailing, cold calling and deal closing (outbound)
- Handling customer complaints, reactivations, upsells, refunds
- Collaborating with internal teams such as operations, marketing and dev

WAYS TO CONTACT ME

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PERSONAL SKILLS

Highly organized

Enthusiastic team member

Exceptional communication and negotiation skills

Excellent time management skills

Strong work ethic

Articulate and well-spoken

Highly adaptable

Microsoft Office proficiency

SALES ASSOCIATE/CORPORATE RELATIONS

"Innovation Roundtable" - Remote position

February 2018 - June 2020

- Identifying and soliciting philanthropic partnerships with companies committed to facilitate research to develop strategies for mutual benefit.
- Effectively representing the network and enhancing collaborative relationships with Fortune 500 companies.
- Planning and implementing sales strategy
- Getting new multinational companies to join our network as members
- Maintaining relationships with stakeholders
- Building long term customer relationships with attendees and aligning relevant workshops for their Innovation and R&D needs
- Database management and CRM (Zoho)

CERTIFICATION

CERTIFICATE IN ADVANCED ENGLISH (CAE)

2011

Council of Europe Level C1, "Cambridge ESOL Level 2 Certificate in ESOL International"

MICROSOFT EXCEL -FROM BEGINNER TO ADVANCED, UDEMY

2017

Microsoft Excel beginner, intermediate and advanced level, Microsoft Excel Macros and VBA

FULL MEDDPICC & ADVANCED MEDDPICC

2024

Meddic Academy - Sales Methodology

EDUCATION

UNIVERSITY OF NOVI SAD

2011 - 2018

Faculty of Philosophy

Bachelor of Science - Sociology