



MABEL MAGNUSSON

Business Development Representative

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Eriksfältsgatan 71C, Malmö
Sweden 21455

SKILLS

- Lead Generation & Research
- Solution Selling
- Building Lasting Relationships
- Cold Outreach & Persistence
- CRM & Pipeline Management
- Effective Communication
- Negotiation & Problem Solving
- Time Management & Prioritization
- Team Collaboration & Feedback
- Adaptability & Learning

LANGUAGE

English

Swedish

About Me

I am a Business Development Representative focused on solution selling, helping businesses solve their unique challenges with tailored solutions that drive results. I take pride in understanding client needs and building strong relationships to deliver value.

WORK EXPERIENCE

Sales Consultant

Silverlight Expert Networks November 2022 – February 2023

- Collaborated with clients to understand their business needs and provided tailored solutions.
- Conducted engaging product demonstrations and presentations, resulting in increased client interest.
- Negotiated contracts and closed deals, consistently meeting and exceeding revenue targets.

B2B Development Representative

**Dreamscape Networks, Cebu
Philippines**

May 2017 – July 2019

- Cultivated and maintained strong relationships with executives and business owners.
- Identified and pursued new sales opportunities through effective lead qualification and prospecting.
- Conducted successful sales appointments, showcasing product benefits and negotiating contracts.
- Provided mentorship to new team members, contributing to overall team success.

Level 2 Technical Support Analyst

Convergys, Cebu Philippines

November 2010 – April 2017

- Provided technical support to clients, troubleshooting issues and resolving problems.
- Demonstrated exceptional problem-solving skills and attention to detail.
- Collaborated effectively within a team environment to achieve common goals.