

# Jane Professional

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## SUMMARY

High energy and innovative sales development representative with three years direct experience in enterprise sales and a proven track record of driving new business pipeline. I build a thorough sales process ensuring leads are correctly qualified and expectations are set. I care deeply about the client experience and ready to demonstrate excellence in building new business.

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## EXPERIENCE

### SALES DEVELOPMENT REPRESENTATIVE, ACME INC.

March 2020 - Present

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- Collected 20 user testimonials in the first half of 2022 increasing the time new visitors spend on our website by 25%.
- Executed the launch of a customer webinar in Q2 2022, which has enabled the team grow the monthly recurring revenue from the small business segment from 300k to 500k.

### SALES DEVELOPMENT REPRESENTATIVE, ABC ASSOCIATES

August 2018- December 2019

- In collaboration with the product team, we developed a knowledge wiki on highly used features in Q1 2019.
- Prototyped two competing client segmentation models with the winning model lifting the upsell revenue for the quarter from 300k in the previous quarter to 800k.
- Publish 15 customer FAQs in Q2 2022 reducing the number of support tickets generated by 25%.

## SKILLS

### Data modeling

- Highly proficient and adept at manipulating clean datasets in Excel and Google Sheets

### Salesforce CRM software

- Ability to execute omnichannel campaigns and workflows in Salesforce CRM.

## EDUCATION

### Bachelor of Commerce, University of Nairobi

September 2013- April 2018