

# Jane Professional

[professional1@gmail.com](mailto:professional1@gmail.com), +254704040404, [www.linkedin.com/a-b-c](http://www.linkedin.com/a-b-c), Nairobi

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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

- Optimized the presentation strategies for cold calling enterprise customers which improved the number of meetings scheduled by 50%.
- Exhibited at 4 industry events in Q1 2022, growing the lead pipeline by 20%.
- Streamlined lead qualification in Q2 2022 which drove the number of demos for the executive suite from 10% to 20%.

### SALES DEVELOPMENT REPRESENTATIVE, ABC ASSOCIATES

August 2018- December 2019

- Qualified marketing qualified leads within 7 days, an improvement from 14 days in Q2 2019.
- In Q3 of 2019, contributed to the team achieving 95% of deals compliant with the sales structure.
- Complete Salesforce cutover in Q2 of 2019 to improve sales efficiency with a data-driven approach.

## 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