

JANE PROFESSIONAL

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EXPERIENCE

ABC TECHNOLOGIES

BUSINESS DEVELOPMENT INTERN

June 2022- September 2022

- Worked in a team of three conducting competitor price analysis and feature distribution. We shared the data with the growth marketing team which resulted in optimizing landing pages and bumped up the sales for the quarter by 8%.
- Made 75 cold calls each week in order to hit the team's target of lifting the number of meetings scheduled, achieving 80% of the target.

ACME INC.

BUSINESS DEVELOPMENT INTERN

January 2022- April 2022

- I was part of the team that launched a lead generation campaign focused on the small and medium-sized enterprises which bolstered the close ratio for the quota by 25%.
- Started a sequence campaign targeting accounts that had been dormant for more than 3 months. This initiative saw 15% of the target accounts switch to annual subscription contributing 8% of the sales quota.

SKILLS

Netsuite ERP System

- Proficient in deploying and implementing Netsuite for collaboration with other teams.

Hubspot

- Proficient in Hubspot to update on lead stage of an opportunity and collaborate seamlessly with account executives.

EDUCATION

MASOMO UNIVERSITY

September 2019 – April 2023

Bachelor of Commerce (Marketing)