

# JOHN PROFESSIONAL

[johnprofessional@mail.com](mailto:johnprofessional@mail.com) | +25470440404 | [www.linkedin.com/a-b-c](http://www.linkedin.com/a-b-c) | Nairobi, Kenya

## SUMMARY

---

High energy and innovative sales development representative with one year 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.

## EXPERIENCE

---

### ACME INC.

(May 2021- Present)

#### SALES DEVELOPMENT REPRESENTATIVE

- Optimized sales qualified leads across our target verticals and accelerated the sales cycle by one week for clients in the small business sector.
- Created account maps improving the visualization of opportunities in our sales pipeline.
- Provided valuable feedback to marketing on what conversations works well thereby increasing the return on advertising spend.

### ACME INC.

(November 2020- April 2021)

#### MARKETING AUTOMATION ASSOCIATE

- Capture and manage data in Hubspot streamlining data visualization process for other departments.
- Manage Jira ticket requests and with the help of the staff engineers reduced the customer response time by upto 30%.

## SKILLS

---

### HUBSPOT CRM

- Comfortable using Hubspot CRM to drive engagement within the community and integrating all relevant client information.
- Creating experiments to build understanding of our target customers

### Excel modeling

- Proficient in data analysis using Excel and Google sheet for modeling and supporting product engineering team with valuable feedback.

## EDUCATION

---

### MSOMI UNIVERSITY

BACHELOR OF ARTS (MARKETING)

July 2020