

Jane Professional

professional1@gmail.com, +254704040404, www.linkedin.com/a-b-c, Nairobi

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.

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

- 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