

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.

EXPERIENCE

SALES DEVELOPMENT REPRESENTATIVE, ACME INC.

March 2020 - Present

- Conducted 3 request button tests each month increasing demo requests from 40% to 60% in Q3 2022.
- 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

- Use of sales automation software, Salesforce, to track opportunities in our funnel delivering a 15% uplift in sales.
- Identify key decision makers in companies in our target vertical and reducing the average response time by 2 days for each outreach effort.

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