

Robert Swallow
robertjswallow@gmail.com

(714) 388 4846

<https://www.linkedin.com/in/robert-swallow-252319a8/>

Continued Education: Full Stack Coding Bootcamp - August 2020 - Feb 2021

- Trilogy Education Services at The University of Washington
 - html, css, javascript, jquery, node.js, mongo, react, express.

Invoca (Tech/Marketing Software) - September 2018 - May 2020

-Sales Development Rep

- Prospected Enterprise level companies and contacted C-Suite level executives in a specific territory to schedule “opportunities” for a team of Regional Sales Directors.
- Very “in the weeds” required a lot of familiarity with marketing trends and buyer personas.

BigSpeak Speakers Bureau – June 2016 to Sept 2018

-Sales Associate: 9 months

- Owned sales cycle from start to finish
- Negotiated contracts between Speakers and the companies or organizations that wanted to hire them

-Outbound BDR- 1 year 3 months

- Prospected companies and organizations across the US to find events for keynote speakers
- Did this in conjunction with inbound specialist role

-Inbound Specialist – 1 year 8 months

- Process and distribute all phone, chat, or email leads to the sales team.
- High lead volume industry, all day process.
- Detail oriented data entry/management

Restoration Hardware – Nov '15 – June '16

Design Consultant: Sales

Lucky Brand

-Assistant Manager

-Sales Associate

Work Related Accomplishments (Lucky Brand)

- District Champion: E-Commerce
- Top Seller E-Com: Top 2% E-Commerce Transactions: West Coast Region
- Top Seller Retail: Top 10% volume in district YTD
- Top Seller Omni: Closes 20% more Omni-Sales than district average
- Top 100 Associates List: Best Rank 58th

