

# Sabrina Rahman

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## PROFESSIONAL EXPERIENCE

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|------------|---|--------------------|
| 2/16— 3/17 | <b>Greenhouse Software, Account-based Sales</b>   | New York, NY       |
|            | <ul style="list-style-type: none"><li>• Served as trusted partner to prospects by developing and managing strong relationships, including strategizing with primary contact and their C-level teams about how Greenhouse software could benefit their company, all while managing expectations and pipeline.</li><li>• Led project management in sales cycle: walked prospects through overview of sales process, strategized with stakeholders, communicated status updates, and conducted frequent followups until a deal closed.</li><li>• Generated \$700,000 in annual recurring revenue using detailed product knowledge, and HR SaaS expertise under tight deadlines. Regularly exceeded quota (110% in Q4).</li><li>• Worked across multiple departments to provide service after deal closings to ensure customer success and provided a deeper understanding of client's goals.</li><li>• Researched, identified, and qualified key players in accounts to build pipeline.</li></ul>  |                    |
| 1/15— 2/16 | <b>Hometeam (formerly CareGuardian), Sales/Client Management</b>  | New York, NY       |
|            | <ul style="list-style-type: none"><li>• Owned 35 Hometeam clients with a focus on building lasting relationships and planning start of in-home care within a specific time frame; generated \$1 million in ARR.</li><li>• Developed timeline with clients prior to beginning of service by keeping close communication with all stakeholders involved.</li><li>• Set up client discharge, scheduled Hometeam Nurse Assessments by collaborating with social workers, Hometeam's staff, and client's family members.</li><li>• Multi-tasked by working with and signing up several clients at a time.</li><li>• Recognized for the ability to work with challenging clients, and utilizing vast counseling and care experience to generate creative and data-driven solutions for problems.</li><li>• Responsible for coordinating client on-boarding by working with different teams in the company and cross-coordinating between product, caregiver recruiting, customer success, on-boarding, and other sales representatives.</li></ul> |                    |
| 1/14—1/15  | <b>Art Therapy Lane, LLC, Therapy Consultant</b>  | Westbury, New York |
|            | <ul style="list-style-type: none"><li>• Oversaw therapy sessions and manage day-to-day operations: which include candidate profile development, time management, participant tracking, building relationships with clinic staff, and ensuring participant success.</li><li>• Worked on customized projects with, and provided assistance to, adults diagnosed with Autism, Dementia, Alzheimer's, and Down Syndrome to improve candidate livelihood.</li></ul>  |                    |
| 1/12—8/12  | <b>Walt Disney World, Customer Success Associate</b>  | Orlando, Florida   |
|            | <ul style="list-style-type: none"><li>• Managed dock operations which included: informing guests of rental policies and regulations, handling finances, and ensuring overall guest satisfaction.</li><li>• Worked closely with the Recreation Manager to improve guest services, improving guest satisfaction and lowered complain rate.</li></ul>  |                    |

## ACADEMIC EDUCATION

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9/08—12/13	<b>Queens College</b> <i>B.A. in Psychology, cum laude honors</i>	New York, NY
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## SKILLS AND INTERESTS

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**Professional Skills:** Sales and Strategy, Lead Generation, Training, Project Management, Customer Service  
**Software:** Salesforce, Inside Sales, Salesloft, Github, Excel, Powerpoint, HTML, CSS, Javascript  
Learning the basics of how to create an interactive website. Interested in fitness, painting, nutrition, and comics.