

Sabrina Rahman

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SKILLS AND INTERESTS

Professional Skills: Lead Generation, Pipeline Management, Negotiation, Training, Project Management

Software: Salesforce, Salesloft, Github, Excel, Powerpoint, HTML, CSS, Javascript

Learning web development and social media management. Interested in fitness, painting, nutrition, and comics.

PROFESSIONAL EXPERIENCE

- 4/17— **Rahman Fitness Systems, Founder/Sales and Client Management** New York, NY
- Launched personal training consultancy that specializes in helping female fitness professionals with their strength training and technological goals.
 - Manage full sales lifecycle: sell training and digital assistance to prospects, and provide services to all clients after deal is finalized.
 - Grew client base to 6 clients in 3 months.
 - Increase social media metrics by adding video content, managing multiple media channels, and developing partnerships with other fitness entrepreneurs.
 - Continue web development education (HTML, CSS, Javascript, Social Media Management) through completion of Frontend and Javascript courses at FreeCodeCamp and offer digital services to clients (example: building sarikadancefitness.com).
- 2/16— 3/17 **Greenhouse Software, Technical Sales Executive** New York, NY
- 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.
 - 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.
 - Generated \$700,000 in annual recurring revenue using detailed product knowledge, and HR SaaS expertise under tight deadlines. Regularly exceeded quota (110% in Q4).
 - Worked across multiple departments to provide service after deal closings to ensure customer success and provided a deeper understanding of client's goals.
 - Researched, identified, and qualified key players in accounts to build pipeline.
- 1/15— 2/16 **Hometeam, Sales/Client Executive** New York, NY
- 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.
 - Developed timeline with clients prior to beginning of service by keeping close communication with all stakeholders involved.
 - Set up client discharge, scheduled Hometeam Nurse Assessments by collaborating with social workers, Hometeam's staff, and client's family members.
 - 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.
 - Responsible for coordinating client on-boarding by cross-coordinating between product, caregiver recruiting, customer success, on-boarding, and other sales representatives.
- 1/14—1/15 **Art Therapy Lane, LLC, Art Therapy Consultant** Westbury, New York
- Sold and provided art therapy services to adult with disabilities across the Long Island area.

ACADEMIC EDUCATION

9/08—12/13 **Queens College B.A. in Psychology, cum laude honors**

New York, NY