

# BÉRANGER MOURE

## ACCOUNT EXECUTIVE

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### PROFESSIONAL SUMMARY

I am currently ramping as an Account Executive (AE) for Cloud Gateway, having been promoted in September. I began my journey with the company as a Sales Development Representative (SDR) after graduating, where I single-handedly managed sales development. Over nine months, I achieved 100% quota attainment, generating over £300K in pipeline within six months, £50K of which converted into net new revenue. This success included booking an average of 10 meetings per month, with an average order value of £5K. Personally trained and mentored by Trent Dressel, an experienced AE in SaaS sales. I am a French native with a passion for sales, dedicated to reaching my personal and professional goals while consistently performing at the highest level.

### SALES DEVELOPMENT EDUCATION

I have acquired all of the latest skills and knowledge to become a top sales development representative through CourseCareers, an in-depth online course. As part of the curriculum, I read three books: "How to Win Friends and Influence People," "Fanatical Prospecting," and "SPIN Selling."

Some of the skills I learned through this rigorous program include: Prospecting, Cadence, SPIN, BANT, Cold Emailing, Cold Calling, LinkedIn Outreach, Salesforce CRM, HubSpot CRM, Salesloft and Zoominfo.

Hear my audio answers on my CourseCareers profile: [employer.coursecareers.com/candidate/beranger.endama-moure](https://employer.coursecareers.com/candidate/beranger.endama-moure)

### WORK EXPERIENCE

#### ACCOUNT EXECUTIVE

Cloud Gateway, London, UK

September 2024 - Present

- Account Executive SMB Healthcare
- We power innovation in digital services through simple, fast connectivity to multiple cloud service providers, the HSCN, the PSN and the internet. We offer the UK's first SASE platform, offering networking and security solutions for the public and private sector.
- Generated £50K pipeline (ramp) working with community pharmacies, private hospitals and dental practices
- Managed the full sales cycle (ramp)
- Implemented Vidyard, an AI-powered video prospecting tool, in my outreach. Also worked with Salesforce CRM

#### SALES DEVELOPMENT REPRESENTATIVE

Cloud Gateway Ltd, London, UK

June 2023 - September 2024

- Developed business relationships with potential customers
- Furthered business growth through relentless outreach
- Averaged 100% quota attainment in 9 months as a SDR
- Generated over £300k in pipeline over 6 months, £50k of which has converted into net new revenue. This is made up of an average of 10 meetings booked per month, with an average order value of £5k
- Implemented a sales data and engagement platform called Apollo to facilitate my prospecting efforts. Also worked with Salesforce CRM

**BUSINESS DEVELOPMENT REPRESENTATIVE****March 2023 - May 2023**

Visibly Ltd, Remote

- Lead generation and prospecting
- Cold calling, emailing, messaging on social platforms (LinkedIn)
- Reached out to 800+ prospects purely outbound
- Successfully set up 7 meetings in 6 weeks

**DIRECTOR****July 2022 - May 2023**

SBM PROPERTY SOLUTIONS, Luton, UK

- Sales and Marketing Development
- Handled the budget for prospective investments
- Assisted in the development of marketing campaigns. Contributed to the ideation and creation of new marketing materials such as investor brochures.
- Outreach with Estate Agents, Landlords, and external investors to find property deals and create investment opportunities

**FORMAL EDUCATION****CNED****July 2010 - July 2011**

Remote

Associate in Accounting

**ADDITIONAL EDUCATION****ICONOCLASS****May 2023**

Sales Development

**COURSECAREERS****March 2024**

Sales Development

**ACHIEVEMENTS****VALUES CHAMPION****July 2023**

Cloud Gateway

Innovative and improving

**OFFICER****July 2008**

French Air force

National military

**VOLUNTEER EXPERIENCE****MEMBER****December 2024 - Present**

The Talent Tap

The Talent Tap strives for a fairer and more equitable world, where all young people are afforded the same opportunities