

# TAYLOR E. BUSTAMANTE

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## WORK EXPERIENCE

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### GONG.IO

SEPTEMBER 2019- PRESENT

*Sales Development Representative*

*San Francisco, CA*

- Helped generate opportunities in key accounts using personalized outreach targeting the C-level, VP's of Sales, and Director's of Sales.
- Currently sourced over \$300,000 in closed-won business.
- Utilized Outreach, Zoom, and other unconventional methods to set qualified meetings and also take discovery/qualification calls.

### GOLDEN STATE ORTHOPAEDICS

JULY 2018-AUGUST 2019

*Medical Device Sales Rep*

*San Francisco, CA*

- Helped oversee the highest grossing DePuy Synthes total joint accounts in Northern California.
- Maintained key accounts for our product line with over \$400,000 YTD growth.
- Devised a new sales plan to target doctors in various specialties to sell our auxiliary line products.
- Presented product demos to key stakeholders, generating support for a large enterprise purchase.

### CAL POLY CHEMISTRY DEPARTMENT

JANUARY 2017- DECEMBER 2017

*Learning Assistant*

*San Luis Obispo, CA*

- Helped facilitate all chemistry labs by giving procedure demos and also taught various lesson plans to over 200 general chemistry students.
- Acted as a student advisor planning out future classes and schedules with the students.

### BONILLA FARMS

APRIL 2010- MAY 2016

*Produce Sales*

*Selma, CA*

- Sold a variety of produce to both large distributors and at individual farmer's markets.
- Increased total sales by 208% over the course of six years, growing sales well past six figures.

## EDUCATION

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### CALIFORNIA POLYTECHNIC STATE UNIVERSITY SAN LUIS OBISPO

JUNE 2018

*Bachelor of Science in Biochemistry, Magna Cum Laude, Cumulative GPA: 3.76*

### CERTIFICATE OF CLOUD SECURITY KNOWLEDGE

SEPTEMBER 2020

## VOLUNTEER EXPERIENCE

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- ***Rolling Hills Mission Trip***: Built 12 homes in the local Tijuana community with a group of 300 individuals from Rolling Hills Church and helped organize the college team site.
- ***Cal Poly Active Minds Club Vice President***: Helped run Active Minds, a club focused on reducing stigmas associated with mental illness and promoting positive mental health in the San Luis Obispo community.
- ***Week of Welcome Orientation Leader***: Went through leadership training and selected to be an orientation leader for a group of 15 incoming students.

## AWARDS, SKILLS & INTERESTS

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- ***Emerging Leader Certification***: Selected to receive a leadership development certificate.
- ***Hispanic Scholarship Fund Recipient***: Awarded to college students across the country of Hispanic descent
- ***Brooke E. Mead Scholarship***: Award given to 1 select student in the College of Science and Math per year
- ***Skills***: Salesforce, Outreach, SQL, Gong, Python, Microsoft Office, MATLAB
- ***Interests***: Football, baseball, cooking, and music