**PROFESSIONAL SUMMARY**

*Accomplished Sales professional with consistent, demonstrated ability to cultivate new customer relationships in a B2B setting. Committed to continuous personal and professional excellence stemming from my experience as an NCAA Division 1 swimmer. Bilingual communicator and collaborator with proven skill in client relations, business development, prospect qualification, forecasting, negotiation, and closing.*

**EXPERIENCE**

**CodeSecure Inc**

**Inside Sales Manager  *February 2024- Present***

* Find and qualify new opportunities and leads in an extremely technical ICP (Product Engineering and DevOps) using a variety of CRMs and Engagement Platforms
* Use cold calling, cold email, and Linkedin strategies to cultivate new relationships and opportunities
* Consistently and effectively forecast, negotiate and close throughout all aspects of a B2B sales cycle
* Aided the North America Vice President in Enablement, Onboarding, and Operations for new reps and BDRs
  + Highlights- FY 2024 and FY 2025
    - 45% PoC win rate(25% all other reps)
    - $500,000 new ARR
    - 10 new logos - Allison Transmission $130,000, Anduril Industries, $80,000

**GrammaTech/CodeSecure Inc(acquired by Battery Ventures) (*Senior) Business Development Rep April 2022-February 2024***

* Find and qualify new opportunities in an extremely technical ICP using a variety of CRMs and Engagement Platforms
* Use cold calling and cold email strategies to cultivate new relationships and opportunities
* Aid the Business Development Manager in Reporting, Enablement, Onboarding, and Operations for all BDRs
  + FY 2024 Highlights
    - 33% cold call meeting set ratio (5000+ call sample size)
    - 3.7M pipeline attribution for 2023 (1.5M outbound)

**Northwestern Mutual**

***Financial Advisor August 2019-March 2022***

* Create and maintain new and existing client relationships through networking, warm introductions, and cold calling
* Execute trades, manage internal systems, and implement financial plans for 80 households with over $22M in insurance benefits and $500k of AUM
* Participate in sales and leadership development summits and mentor new advisors

**EDUCATION**

**University of Maryland Baltimore County (UMBC)** ***December 2019***

*-B.S. Financial Economics, Minor in Entrepreneurship and Innovation*

*-B.A. Modern Language and Linguistics, Spanish Concentration*

*-Athletics, Varsity swimming 2015-2019*

**Study Abroad - Universidad del Norte *May-August 2019***

*Barranquilla, Colombia*

**SKILLS/CERTIFICATIONS**

* MS Office Suite.
* Google Suite
* CRMs, Engagement Platforms and Prospecting Tools(Salesforce, Salesloft, Dynamics 365, Nooks, Orum, Outreach)
* Bilingual – Spanish and English (oral and written)