

Ervenst Noel

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Sales Development Representative

As an entrepreneurial self-starter with a passion for sales, I excel in driving results through effective communication and building strong client relationships. My strategic approach, bolstered by a competitive nature and an eagerness to continuously learn, has consistently translated into significant revenue growth. Skilled in collaborative team environments, I thrive in fast-paced settings, adeptly balancing client needs with company goals.

EDUCATION

in Information Sciences and Technology

Pennsylvania State University (University Park) • State College • GPA: 3.0 • 09/2011 – 05/2016

WORK EXPERIENCE

Angi • New York • Full-time • 07/2020 – 10/2023

Engaged with service providers & contractors nationwide via cold calling to sell Angi's lead generation services. Daily activities included overcoming objections, negotiating lead generation solutions, and building trust with contractors, while simultaneously managing 200+ calls a day. I also provided crucial guidance through background check processes and consistently surpassed sales targets. My success in this role was supported by my ability to conduct detailed research, coach service providers on customer relationship strategies, and efficiently handle a high volume of sales activities in a dynamic remote work environment.

Senior Account Executive

- \$1.2MM+ generated in new business acquisition
- \$443,570.41 56 Day Total Lead Revenue (As of October 17th, 2023)
- Consistently achieved the onboarding/closing of 1-3 businesses per day
- Prospected, pitched, and onboarded 500+ approved accounts ranging from start ups to franchises becoming one of the top account executives in the entire organization
- Average of 3-4 hours of talk time a day

ICHIRAN USA. INC • Brooklyn • Full-time • 02/2017 – 03/2020

Educated new employees on proper procedures, production process and machine maintenance while maintaining a strong and positive working environment

Machine Operator

VideoMining Corporation • State College • Full-time • 10/2014 – 09/2016

Resolved database issues, annotated videos for research and coordinated with development and field teams to ensure accuracy and precision

Data Annotator

West Arete • State College • Internship • 06/2013 – 08/2013

Worked with Photoshop compositions, HTML/CSS to create a webpage for Navy Clearinghouse. Learning

to work with TDD (test driven development), Ruby/Ruby on Rails, and Objective-C/iOS development

Web Developer Intern

Surge Business Development • State College • Internship • 01/2013 – 08/2013

Revamped the website for Penn United Soccer and led a team to create a website and online presence for Centre Volunteers in Medicine. Conducted market research and graphic design for PSAs.

Web Developer Intern

- Led a team to create a website for nonprofit Centre Volunteers in Medicine (cvim.net)
- revamped the website for Penn United Soccer (pennunitedsoccer.org)

SKILLS

Client Rapport, Cold Calling, Customer Relationship Management (CRM), Lead Qualification, LinkedIn Sales Navigator, Pipeline Management, Sales, Sales Prospecting

PROJECTS

www.ervnoel.com

Scope of Project:

- Developed and managed a comprehensive website dedicated to music and content creation.
- Provided a platform for rappers, singers, and content creators to lease or purchase instrumentals for their projects.
- Handled all aspects of website management, including content creation, marketing, customer relations, and financial transactions.

Key Achievements:

- Successfully sustained the business for over 5 years, demonstrating strong entrepreneurial and management skills.
- Achieved consistent yearly revenue, averaging between \$3,000 to \$5,000 per annum, showcasing effective business and financial acumen.
- Built a loyal customer base and established a reputable brand within the music and content creation community.
- Received positive feedback from users for the quality of instrumentals and ease of use of the platform.

Measurable Results:

- Generated a total revenue in the five-figure range over the course of the project.
- Continuously increased website traffic and user engagement year over year.
- Successfully negotiated and completed numerous transactions with clients, highlighting excellent client management and negotiation skills.
- Garnered upwards of a million streams on songs I produced on Spotify.
- Peaked at number 72 on iTunes Top 200 Hip-Hop/Rap Charts in Australia & #78 in Switzerland in 2021.
- In 2022, Yung LP's "No Days Off" peaked at #82 on iTunes Top 100 Hip-Hop/Rap Charts & #79 All Genres Top 100 songs.