

# 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. I'm competitive, methodical and always eager to learn, which drives me to consistently improve and deliver results. In fast-paced team settings, I'm able to adapt quickly and I always welcome a challenge.

## WORK EXPERIENCE

### Omnizant • New York, NY • 01/2025 – 10/2025

Omnizant is a digital agency that builds websites and online marketing solutions for law firms to help them improve visibility and client acquisition.

#### Business Development Representative • Full-time

- Averaged 80 to 120 cold calls daily to generate outbound pipeline and qualify opportunities
- Booked 3 to 5 consultations weekly while independently closing new accounts after proving capability
- Improved messaging strategy with leadership which increased reply rates and consultations booked
- Maintained organized CRM pipeline of 100 to 200 prospects with consistent follow up and accurate tracking

### PRACTICE Benefit Corp • New York • 03/2024 – 11/2024

PRACTICE Benefit Corp is a data-backed education company dedicated to advancing equitable education for urban students and closing the opportunity gap. The mission is to ensure no child's circumstance limits their potential.

#### Sales Development Representative • Full-time

- Built and managed relationships with 50+ K-12 decision-makers (including superintendents and principals) driving a 20% increase in lead-to-opportunity conversions.
- Partnered with internal teams to implement programs, achieving a 97% client satisfaction rate post-implementation.
- Consistently surpassed outreach targets, averaging 120+ calls and emails weekly, and maintaining CRM accuracy.

## **Angi • New York • 07/2020 – 10/2023**

Angi is a nationwide home-services marketplace that connects homeowners with vetted contractors for a wide range of projects and repairs.

### **Senior Account Executive • Full-time**

- \$2MM+ generated in new business acquisition
- 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

## **EDUCATION**

### **in Information Sciences and Technology**

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

## **SKILLS**

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